## PA384

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1976


## Business Statistics Office

## Business Monitor

## Report on the Census of Production

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

## Business Monitor

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SE1 9NH. Telephone 01-928 6977) alth, SE1 9NH. Telephone 01-928 6977), although they ar for the Business Monitar seriscription arrangements

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## Report on the Census of Production 1976

Locomotives, railway trackequipment, railway carriages, wagons and trams<br>Presented by the Secretary of State for Induste to Parliament in pursuance of the Statistics of Trade Act 1947 (10 \& 11 Geo. 6 Cha. 39 sec 7)

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| PA102 | Stone and slate quarrying and mining |
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    Vegetable and animal oils and fats
    Sargarine and miscellaneous foods
    Brewing and malting
    Soft drinks
Spirit distilling and compounding
British wines, cider and perry
Tobacco
Coke ovens and manu factured fuel
Mineral oil refining
Lubricating oils and
Inorganic chemicals
Miscell laneous chemicals
Pharmaceutical chem
Toilet preparations
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Soap and detergents
synthetic rubber
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Formulated adhesives, gelatine, et
Explosives and fireworks
Formulated pesticides, etc
Printing ink
Surgical bandages, etc.
Photographic chemical
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Iron castings,
Aluminium and aluminium alloys
Copper, brass and other coper alloys
Copper, brass and other
Miscellaneous base metal
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Metal-working machine tools
Pumps
Industrial engines
Construction and earth-moving equipment
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Refrigerating machinery, space heating,
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Surgical instruments and appliances
Scientific and industrial instruments and systems
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Radio and electronic components
Gramophone records and tape recordings
Broadcast receiving and sound reproducin
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$\begin{array}{ll}\text { PA367 } & \text { Radio. radar and electronic capital goods } \\ \text { PA368 } & \text { Electrical appliances primarily for domestic use }\end{array}$
Coal mining
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Bread and flour confectionery
Bread and
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Bacon curing, meat and fish products
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PA369.1 Electrical equipment for motor vehicles, cycles
PA369.2 Primary ard secondary batteries
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PA370 Shipbuilding and marine engineerin
PA370 Shipbuilding and marine engineerin
A380 Wheeled tractor manufacturing
A380 Wheeled tractor manufacturing
PA381.1 Moter venicle manutacturing 
PA381.1 Moter venicle manutacturing 
PA381.2 Trailers, caravans and freight containers
PA381.2 Trailers, caravans and freight containers
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    Miscellaneous metal manufacture
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The information in this report relates to establlshments classified to the Locomotives, railway track
equipment raliway carrages, wagons and trams industry, minimum Iist head ings 384 and 385 in the
standard industrial Classitication (revised 1968). The activities of the industry include:-


In interpreting the data in the tables it is
essential to bear in mind the notes and
definitions which commence on page (ili).

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persons, 1976 ..... 7
7 Percentage analysis of employees, by full and part-time employment ..... 7
table 1

\begin{tabular}{|c|c|c|c|c|c|}
\hline & Unit & 1973 & 1974 & 1975 & 1976 \\
\hline Enterprises & Number & 41 & 43 & 46 & 49 \\
\hline Establishments & " & 56 & 65 & 69 & 77 \\
\hline \multirow[t]{2}{*}{\begin{tabular}{l}
Sales of goods produced \\
Recelpts for work done and industrial services rendered
\end{tabular}} & £ thousand & 160,929 & 190,573 & 213,963 & 238,838 \\
\hline & " & (b) & (b) & (b) & 50,149 \\
\hline Capital goods produced for establishments' own use & " & 766 & (b) & (b) & 2,277 \\
\hline Non-industrial services rendered & " & 641 & 840 & 855 & 2,652 \\
\hline Goods merchanted or factored & " & 11,477 & 14,287 & 18,660 & 11,806 \\
\hline Total sales and work done (c) & n & 173,812 & 205,699 & 233,479 & 305,722 \\
\hline Increase during the year, work in progress and goods on hand for sale & " & 5,417 & 4,468 & 20,138 & 7,467 \\
\hline Gross output & n & 179,229 & 210,167 & 253,617 & 313,189 \\
\hline Purchases of materials for use in production, and packaging and fuel & " & 67,496 & 79,184 & 121,261 & 141,920 \\
\hline Purchases of goods for merchanting or factoring & " & 8,970 & 11,537 & 17,893 & 9,623 \\
\hline Increase during the year, stocks of materials, stores and fuel & " & 742 & 13,040 & 30,960 & 9,287 \\
\hline Cost of industrial services received & " & 6,482 & 6,607 & 9,809 & 8,447 \\
\hline Not output & n & 97,024 & 125,878 & 135,614 & 162,486 \\
\hline Total employment (d) & Thousands & 40.3 & 39.2 & 41.2 & 42.7 \\
\hline Net output per head & £ & 2,411 & 3,208 & 3,291 & 3,804 \\
\hline \multicolumn{6}{|l|}{Payments for non-industrial services} \\
\hline Rents, hire of plant and machinery (e)(f) & £ thousand & 228 & 758 & 720 & 1,138 \\
\hline Commercial insurance premiums & " & 287 & 332 & 395 & 491 \\
\hline Bank charges & " & 65 & 64 & 82 & 109 \\
\hline Other non-industrial services ( g ) & " & 1,782 & 2,675 & 3,487 & 5,015 \\
\hline Licensing of motor vehicles & " & 20 & 15 & 27 & 36 \\
\hline Rates, excluding water rates & & 206 & 468 & 994 & 1,344 \\
\hline Gross value added at factor cost & " & 94,435 & 121,567 & 129,908 & 154,354 \\
\hline Gross value added at factor cost per head & £ & 2,346 & 3,099 & 3,152 & 3,614 \\
\hline \multicolumn{6}{|l|}{(a) Including estimates for establishments not making satisfactory returns, non-response and establishments exempt because of size. Satisfactory returns accounted for 96 per cent of within the industry.} \\
\hline \multicolumn{6}{|l|}{(b) Included with sales of goods produced.} \\
\hline \multicolumn{6}{|l|}{(c) Details of manufacturers' sales of principal products are published regularly in Business Monitor PQ 384.} \\
\hline \multicolumn{6}{|l|}{(d) Average number employed, including full and part-time employees (see table 7) and work proprletors.} \\
\hline \multicolumn{6}{|l|}{(e) 1973 figures include hire of vehicles.} \\
\hline \multicolumn{6}{|l|}{(f) For 1973-1975 rents of industrial and commercial buildings were not recorded separately. For 1976 amount payable was \(£ 822\) thousand.} \\
\hline (g) 1974-1976 figures include the cost of hir & ing goods ve & & & & \\
\hline
\end{tabular}
tABLE 2
Capital Expenditure, \(1973-1976\)
All United Kingdom establishments classified to the industry (a)(b)

(a) Including estimates for establishments not making satisfactory returns, non-response and
establishments exempt because of size. Satisfactory returns accounted for 96 per cent of employment within the industry.
(b) Capital expenditure in respect of manufacturing establishments where production had not commenced

TABLE 3
Stocks and work in progress, 1973-1976
All United Kingdom establishments classified to the industry (a)
\begin{tabular}{|c|c|c|c|c|}
\hline 1973 & 1974 & 1975 & \multicolumn{2}{|c|}{1976} \\
\hline & \multicolumn{2}{|c|}{Increase} & \multicolumn{2}{|r|}{Value at end of year} \\
\hline 742 & 13,040 & 30,960 & 9,287 & 98,545 \\
\hline 5,412 & 4,261 & 19,823 & 7,091 & 49,338 \\
\hline 5 & 207 & 315 & 376 & 1,297 \\
\hline 6,159 & 17,508 & 51,098 & 16,754 & 149,180 \\
\hline
\end{tabular}
(a) Including estimates for establ ishments not making satisfactory returns, non-response and
establishments exempt because of size. Satisfactory returns accounted for 96 per cent of emp loyment


\(\left.\begin{array}{lrrrrrrrr}1-10 & 32 & 20 & 149) & & & \\ 11-19 & 9 & 7 & 128) \\ 20-49 & 11 & 11 & 339\end{array}\right)\)
\begin{tabular}{llllllllll} 
Total & 77 & 49 & 42,713 & 34,833 & 7,857 & 105,585 & 3,031 & 29,662 & 3,775
\end{tabular}
(a) Including estimates for establishments not making satisfactory returns, non-response and
establishments with fewer than 20 emp loyees.
(b) Average number employed, including full and part-time employees (see table 7) and working
(c) The sum of the figures for the size groups may exceed the total for the industry because some
enterprises control establishments in more than one size group.
(d) Including working proprietors.
(e) Administrative, technical and clerical employees.
\begin{tabular}{llllllll}
305,722 & 313,189 & 162,486 & 3,804 & 154,354 & 3,614 & 9,534 & 149,180
\end{tabular}
(f) The cost of employers' contributions to national, Insurance, graduated pensions, other penslons and The cost
weltare sc
thousand.
(g) Sales of goods produced, capltal goods manufactured bulldings constructed by establishments for
their own use, work done, industrial and non-Industrial services rendered and merchanted goods.
(h) New building work plus acquisitions less disposals of land and existing buildings, vehicles and
(j) Gross value added data relate to establishments employing 1-199.
\begin{tabular}{|c|c|c|c|c|c|c|c|}
\hline \multirow[t]{2}{*}{Area} & \multirow[t]{2}{*}{Total emp loyment} & \multirow[t]{2}{*}{(a)} & \multirow[t]{2}{*}{Net capital expenditure} & \multirow[t]{2}{*}{(b) (c)} & \multicolumn{3}{|l|}{Net output, gross value added and employment in the region from returns recelved from establishments w employment in the region (d)} \\
\hline & & & & & Net output & Gross value added at factor cost & Emp loyment as a percentage of total regional employment in the industry \\
\hline & Thousands & \[
\begin{aligned}
& \hline \text { per cent } \\
& \text { of United } \\
& \text { Kingdom }
\end{aligned}
\] & £ thousand & per cent of United Kingdom & £ thousand & £ thousand & \\
\hline \multicolumn{8}{|l|}{Standard regions of England} \\
\hline North & * & * & * & * & * & * & * \\
\hline Yorkshire and Humberside & 7.3 & 17.2 & 1,800 & 18.9 & 6,505 & 5,749 & 17.5 \\
\hline East Midlands & * & * & * & * & * & * & * \\
\hline East Anglia & - & - & - & - & - & - & - \\
\hline South East & * & * & * & * & * & * & * \\
\hline South west & 3.4 & 8.0 & 377 & 4.0 & * & * & * \\
\hline West Midlands & 1.1 & 2.5 & 209 & 2.2 & * & * & * \\
\hline North West & * & * & * & * & * & * & * \\
\hline England & 38.8 & 90.8 & 8,696 & 91.2 & 27,705 & 25,094 & 12.6 \\
\hline Wales & 1.1 & 2.7 & 186 & 2.0 & 1,354 & 1,231 & 25.5 \\
\hline Scotland & * & * & * & * & * & * & * \\
\hline Great Britain & * & * & * & * & * & * & * \\
\hline Northern Ireland & * & * & * & * & * & * & * \\
\hline Unallocated (e) & - & - & - & - & 123,823 & 118,695 & - \\
\hline United Kingdom (b) & 42.7 & 100.0 & 9,534 & 100.0 & 162,486 & 154,354 & \\
\hline
\end{tabular}
(a) Average number employed, including full and part-time employees (see table 7) and working
proprietors.
(b) Including estimates for establishments not making satisfactory returns, non-response and
establishments with fewer than 20 employees.
(c) New building work plus acquisitions less disposals of land and existing buildings, vehicles and
(d) Where a census return covered addresses in two or more regions an estimate was made of the net output and gross value added attributable to the region only where more than 80 per cent of the
establishmentis emp lyeyees were located in the region. The estimate was made by assuming that net establ ishment's employees were locace address covered by a return was proportional to employment at
output and gross value added at each add
the address. ute adar
(e) Unallocated net output and gross value added covering establishments with addresses in two or more
regions, plus estimates for unsatisfactory returns, non-response and establishments exempt because regions,
of size.
(a) The percentages relate to the numbers employed (excluding working proprietors) in the United
Kingdom at end June, 1976.

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Notes
Thase notes give the main information needed for
Interpreting the tigures in the Industry Bus iness Monilors: more detai led information about the census is glven in a separate Business Monitor
CA1001 (Introductory Notes) of the Report on the Ansus of Product ion, Notes.
1976.
general information
Changes made for 1976
The Census for 1976 is in line with similar inquir les belng conducted in other member countriles
of the European Economic Comunities. There was a smal I number of changes in the scope of the
Industry reports compared with 1975. These include nelustry reports compared
separate head ings for
Sales of goods produced
Receipts for work done and Industrial services
Amounts pald for hire of plant and machinery Amounts paid for rent of industrial and commercial bullaings
specitic changes are explained in the introductions
to the industry reports or by footnotes to the tables.
Suppression of information relating to individual undertakings
Section \(9(5)\) (b) of the Statistics of Trade Act 1947 states - "The fol lowing provistons shall have offect with respect to any report, summary or other
communication to the public of informat ion obtained under the foregoing provisions of this Act o-
in compl ling any such report, summary or communication the competent authority shall so arrange it as to prevent any particulars
publlshed therein trom being Identified as being particulars relating to any individual person or undertaking exceept with the provious consent in that undertaking, as the case may be; but this provision shall not prevent the disclosure of the total quantity or value of any articles produced,
sold or dellivered; so, however, that bofore disclosing any such total the competent authority shall have regard to any representations made to them by any person who alleges that the disto him or to an undertaking carried on by him to be deduced from the total disclosed."
if a tigure invelved disclosoure ose contributor
the concerned was somet imes asked to give permission
for its publicat lon. in the major ity of cases
 where contributors were not approached the it igure
has been suppressed, elther by combining it with and
other figures. or as in the remional tables, by
omitting the figure al together. Symbols used
The fol lowing symbols are used throughout the PA
-. not avallable
* nil or less than half the final digit shown
flgures cannot be shown owing to tie risk of
disclosing information about individual enter prises
revised

Rounding of figures
Rounding of figures
Figures in the tables have, where necessary, been
rounded to the nearest final digit. Where fligures ounded to the nearest final digit. Where flgures have been so rounded, the sum of the constituent
1tems may not always agree exactly with the total
shown.

Industrial classification The United K1ngdom Standard Industria Classification (SIC) was first issued in 1948
was subsequently revised in 1958 and 1968. exists to promote uniformity and comparabllity the official statistics of the United Kingdon The general principles followed are those of th international Standard Industrial Classification
of all Economic Activities of the United Nations Statistical Office but the United Kingdom S eflects the organisation and structure o industry and trade as it exists in the Unite
Kingdom. The SIC is a classification by activity and is not a commodity classification. However
an index of all commodity headings for whic an index of all commodity headings for whic
salles data are provided in the Quarterly Busines Monitors, is published in Business Monitor PQ1000 The statistical un
The statistical unit for the purpose of the Census is the establishment which is defined in the S
as the smallest unit which can provide information normally required can provide tor an economic
to census, for example, employment, expenses, turn over, capital formation. Usually the princ within a single heading of the classifficati (e.g. steal making or sugar refining). Typlcal
the establishment embraces all the activiti carried on at a single address e.g. a farm, a mi or a factory, inclucting those which are ancillar
to the principal activitles. Frequently distinc to the principal activities. Frequently distin activities characteristic of difterent indus are not classifled separately and the who
astablishment is classifted according to the ma
est activity. If, however, the required range of da to constitute a separate establishment. Sometim activities which are conducted as a sing
business are carried on at a number of addresse business are carried on at a number of addresse
Where this is so, businesses are asked to provi the full range of separate information in respe of each address; whether or not the activities
different. Their activities may, however different. The ir activities may, however,
integrated to such an extent that they constitu a single establishment. In the latter case establishment is defined to cover the combin activities at these addresses (termed
units). Separate figures are obtalned employment and net capltal expenditure at eactan unit in order to complie regional tables. Efforts are made by the Business Statistics Offict
to ensure, by negotiating with respondents, the to ensure, by negotiating with respondents, local units or addresses in more than one of countries of the United Kingdom.
Further information about the
Further information about the statistical u
appeared in an article "The statistical unit appeared in an article "The statistical unit
business inquiries" in Statistical News No. 13
Establi
Establishments are asked to exclude from the returns particulars relating to any department
engaged in production e.g. merchanting, transpor engaged in produrtion e.g. merchant ing, transpor departments are treated as sales and respondent. are asked to value them as far as possible as sold to an independent purchaser. Where separated
accounts are not kept they are asked to include accounts are not kept they are asked to inclua
detalls of all these activities in their return.
Particulars relating to head offices mainl engaged in the administration of the productio units with in the scope of the census we
included. Where more than one return was made information in respect of the head office
apportioned among them. in the annual censuses
For certain purposes in


PA1002) related establishments roup may be defined as a pusiness an consisting of ither a single establishment or two or more
stablishments under common ownership or control ringing together establishments into enterprise ensur ing that there will be no disclosure of the
ctivities nformation about the relationship of of
intan of companits and about common ownership links is
btained from many sources, including the Stock xchange Year Book, company reports, press reports
nd information supplied by individual establish-

\section*{E REGISTER}

The register permits a questionnaire to be sent irect to the reporting establishment on which he manufacturing (or local) units which it comprises.
The Inquir he 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.
or the establishments on the register making For the establishments on the register making
-eturns to the quarterly inquiries, the industriai lassification is derived from an analysis of their sales of commodities and is reviewed annually.
Employment data are entered on the register from mployment data are entered on the register from
eturns to the annual census of production. In
eases where an establ ishment does not make a return ases where an establishment does not make a return
o these inquiries the employment data are based on - these
nformation provided by the Department of Employent trom the annual censuses of employment.
stablishments with 20 or more employees are ncluded in the censuses or more year and the inform-
no ton they supply to the census is supplemented by
tion ton they supply to the census is supplemented by
he returns that those with 25 or more employees he returns that those with 25 or more employees
rovide to the quarterly
inquiries. information bout establishments with fewer than 20 employees
n most industries is less securely based, but ncreasing use has been made of data on these
mall establishments supplied by the Department of mployment. One benef it of using this information
s an improvement in the estimates of the number of s an improvement in the estimates of the number of
mal lier establishments and enterprises, but there maller establishments and enterprises, but there
s little effect on other aggregates (e.g. employsent, output, net capital expenditure).
net
Coverage
return was required in the 1976 Census from each stablishment is classiffied to an in industry, as lef ined in the SIC, whose principal products
he major part of the establishment's sales.
eglons
he regions defined in Table 5 take account of the oundary changes ar ising out of the Local
Government Act 1972 and the Local Government Act Scotland) 1973. These changes came into effect in pril 1974 in England and Wales and May 1975 in

\section*{ERMS USED IN THE CENSUS REPORT}
verage number employed
stablishments were required to state the number persons on the payroll on average during the mployees. Separate figures were required for:

\section*{(a) administrative, technical and clerical}
(b) amployees other employees (operatives)

Averages could be calculated from the figures Averages could be calculated from the figures
elating to the last week of each calendar month.
number of working iproprletors where appropriate
and these are included in total employent tigures. Outworkers (i.e. persons employed by establishments who worked in thelr own homes etc. on materials supplide by the establi ishment) are
excluded. The figures include persons engaged on merchanting or factoring and canteen workers where not be excluded from the return.
Working proprietors
These
include al
These ined" for all persons regarded as "selfmembers of their families who worked in the
business without receiving and business without receiving a wage or salary; but
such persons who worked less than half the normal
number of number of working hours are excluded. Directors
working in the business but not in recelpt of a definite wage, salary or commission are included
under this heading: directors paild by fee only are under this he
not included.

\section*{Emp loyees}

Administrative, technical and clerical employees salary or commission managers, a definite wage, and works foremen; research and design employees cother than operatives); draughtsmen, eed itorial
staft, advertising staff, travellers and all office employees.
Operatives include all other classes of employees,
that is, broadly speaking, all manual wage earners. They include operatives employed in
power stations, transport (including roundsmen) warehouses, stores, shops and canteens inspectors, maintenance workers and cleaners. Operatives engaged in outside work of erecting,
titting etc. are also included, but outworkers are excl uded.
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.
Establishments were asked not to deduct from the value of capital expenditure amounts recelved or expected to be received in grants or allowances
from the Government or any statutory body or local from the Government or any statutory body or local
author ity.
Establishments with 100 or more employees were asked to include a total net
capital expenditure figure for each calendar year.

\section*{(a) New bullding work}
of new building the cost incurred during the year be used in connection with constructional work to business covered by account during the year of return; it include expenditure on new buildings and on the extension or reconstruction of old buildings, the value of
works of a capital nature carried out by the 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 legal charges, stamp duties, agents' (b) Land and existing buildings The items shown are the capital cost of freeholds purchased and the capital cost or premlum payable
for leaseholds acquired cexcluding the value of assets acquired in taking over an existing
business), and the amounts recelvable for freebusiness), and the amounts receivable for 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 venicleles acquired, both new and
second-hand and the amout recel fed for tems
disposed of during the yeart The value of plant
and machinery acquired includes plant, etc. Which
firms produced for their own use in connection with
the bus ness covered by plant, etc. acquired is the expenditure charged to
 dransport and instal bation. Deductible value added
tax is excluded but non-deductible value added tax tax is excluded but non-doductible value added tax
on motor cars acquired is Included. No deluction on motor cars acquired is Included. No deduction
is made for depreclation, amortization or obsolesconce The proceeds of items disposed of during
the year exclude amounts written-otf for items the year
scrapped.

Cost of industr lal services
This Includes amouns payable to other firms for
work done on matertals supplied by the establ ish-

 excluded.

Cost of non-Industrial services
This Includes rent of Industrial and conmercial bulidings, hire of plant and machinery, commerclal
Insurance premlums, bank charges and amounts paid for professional services, post office services, transport, advertising eec. Amounts parble on
royalties for the right to use patents, trademarks, royalitios for the right to use patents, trademarks,
copyrights etc., manufacturing and quarrying rights copyr Ights etc., mantactur ing and inuarrying
and techn ical
"know-how" are al so included.
Gross output
In the calculation of gross output the value of fotal 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 Not output
Not output, a customary census measure, is calculated by deducting from gross output the cost
of purchases (reduced by the of purchases (reduced by the riss, or increaser by
the falt, during the year of stocks of materials otc.) and the cost of industrial services received,
and where applicable, dutles etc.

Net output per head
The flgures of not output per head are der ived by
dividing the net output by the average number of dividing the net output by the average number of
persons employed (full and part-time) on all
 operatives, administrative, technical and clerical
employees and working proprietors, but excluding emp loyees
outworkers.

Gross value added at factor cos Gross value added at factor cost is calculated by
deduct Ing from net autput the cost

 professional services, post office services,
transport and advertising),
rates (excluding water rates) and the cost of icensing motor venicles. This estimate of gross value added approaches more closely than census net output to the definition
of not output or value added in national accounts
ot statistics.
Gross value added at factor cost per head
The tigures of gross value added at factor cost per head aur os of give obs vivililing the gross valuest per
hoded
by the average number of persons employed (full and
 part+-time) on all activitios, covered by the
returns,
Including
admin returns, including operatives, administrative,
tochn cal and clerical emp oyees and working
propl lotors, propr letors, but excl uding eutworkers.

Purchases
Purchases
Include the cost of raw materials,
components, semi-manufactured goods and worksho
materlals; of replacement parts and tools not charged to capital account; of packagi materials of all types; of stationery and printe materlals to be used by the establishment or give out to other establishments for the production
machinery or other capital items for the estal machinery
I ishment's establ Ishm
customers; coverers; and of food, on goods supplied for any cantea
coter by the establishment's return. covered by the establishment's return. Transfer ment of the same firm not covered by establishment's return are included at a co
corresponding to the estimated selling val recorded by the other department. Amounts pay to transport firms or credited to the firm's transport department for dellivery of materials
excluded, as are all purchases of machinery excluded, as are all purchases of machinery
plant charged to capltal account. Purchases goods for merchanting or factoring have b collected separately since 1973. The values sho exclude VAT. They include, in addition to
actual purchase price, the value of packag
material charged to the establishment. The val of returned goods or packaging material returne - suppliers and any trade discounts are excluded,
Materials purchased duty-pald are included at the duty-pald value, less any drawback, rebate, e The cost of transport is included only if it ncluded with the purchase price in the firm
accounts. Imported goods are included at the Imported goods are included at thelir
accounts
full delivered cost. If in the firm's accounts the transport from docks or alrport is not included
the cost of goods purchased, the cost is entered the cost of goods purchased, the cost is entered
c.i.f. plus duty (if applicable). Leasing, rent c.i.f. plus duty (If applicable). Leasing, rentin
and hire purchase charges are excl uded.

Sales of goods produced
Sales for the purposes of the annual censuse;
means deliveries on sale of goods made by estab IIshments in the United Kingdom covered by inquiry. Sales of goods made for these estab
lishments by outworkers or by other establishment iishments by outworkers or by other establishment waste products are included. New bullding wos and machinery or other capital items produced establishments for hiring out or leasing
regarded as sales, the value included in regarded as sales, the value incluted ishen capltal asset accounts. Forward sales and cantee takings are excluded. All sales in the period of goods were manufactured. Goods produced in an establishment and transferred elther to anclliar departments not engaged in production for whia
there are separate accounts, or to anothe there are separate accounts, or to ane covered by th return, are treated as sales by the producin establishment and valued as far as possible as they had been sold to an independent purchaser organisations, for which separate accounts a kept are valued on the same basis.
The value shown for sales is the net sel value" defined as the amount (excluding va added tax) charged to customers whether on ex-works or delivered basis, after any tr discounts and agent of packing materials al lowance for returnable cases is included. Industries where products attract Excise Duty
value stated is usually inclusive of duty if duty-paid and exclusive of duty if sold in bond duty-paid
exported.
Work done and industrial services renter Figures for work done represent the amount char customer and include repair work. Within cort
industries this heading covers a wide variety of
ctivities, for example, within the food sector utter packed on commission; within the sector ndustries - making up of garments, fur dressing nd textile finishing; within printing and pub-
ishing - preparatory work on type-setting, block making and binding. Work done is also significant
in the electrical machinery and heavy engineer ing industries, covering erection, installation and repair and jobbing work. Other activities within
this heading include exploration work, research and evelopment, glass cutting and dressing and planing ndustriai services rendered include repairs an aintenance, installation work, and technical resea
apital goods produced for establishments' own use
his includes all work of a capltal nature carre ut during the year by the establlishments' own
his includes rents rendered
his includes rents received for commercial and ndustrial buachings, amounts charged for hiring
out plant, machinery and other goods and amounts charged to other organisations for the provision of
transport. It also includes amounts received for the right to use patents, trademarks, copyrights c.ai manufacturing and quarrying rights and tech-
icanow-how" and revenue from such staff ical "know-how" and
acillities as canteens.
oods merchanted or factored
ales) sold without having (excluding canteen anufacturing process by the seller.
tocks and work in progress
lalues are given of stocks
alues are given of stocks of goods on hand for
ale and of materials, stores and fuel, at the sale and of materials, stores and fuel, at the end
of the year of return and of the change during the
tear, including any stocks of ear, including any stocks of goods held for
erchanting or factoring. Work in progress is archanting or factoring. Whark in progress is
lef ined as mater las which have been partially suassed by the establishment but which are no
sually sold or transferred to another estab ishment without further processing. The values
nclude the cost of materlals consumed and nclude the cost of materlals consumed and labour
sed, together with a margin of overhead costs and profits. Progress payments made to sub-
contractors are excluded and progress payments ontractors are excluded and progress payments
eceived from other organisations are not
hese are ar saries
hese are amounts pald during the year to
peratives and to administrative, technical and
lerical lerical employees. \(\begin{aligned} & \text { Payments technical and working } \\ & \text { to }\end{aligned}\)
roprietors, whether called salaries or not, are xclueded. The values shown include all overtime
ayments, bonuses and commisslons, whether pald egularly or not, and no deduction is made for
ncome tax, insurances, contributory pensions etc he value of redundancy payments less any amounts elmbursed from Government sources is included.
he value of any payments in kind, travelling expenses etc. is excluded.
emuneration pald to outworkers
The remuneration paid to outworkers (1.e. persons
omployed by the establishment who do their work in hir own homes) is generally on a plece-work asis. Only amounts pa id to outworkers whose names
eppear on the establishment's payroll are Included Appoar on the establishment's payroll are included.
Amounts pald to outworkers by sub-contractors are amounts
excluded.
mployers' insurance and welfare contributions
his item includes employers: contributions This Item includes employers' contributions to
national insurance and graduated pensions fand/or
arnings related basic contributions under the

Soclal Security Act, 1973) as well as commerclal insurance premiums to provide pensions, superannuation or other retirement benefits, slckness
benefits, personal accident benefits, disabllity or death benefits for employees or former erployes or the ir dependants. Conployees or former
the running costs of canteens, social centres, to the running costs of canteens, soclal contres,
children's and holiday homes, etc. for employees, former employees and their dependants are also
included.

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