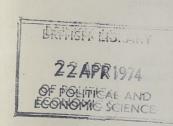
PA104 15/42 (MA25) 12834 1971



# **Business Monitor**

A publication of the Government Statistical Service

Report on the Census of Production

Petroleum and natural gas



**Department of Trade and Industry Business Statistics Office** 

### Special Note for Purchasers

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

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

### **Government Statistical Service**

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

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## PA104

# **Business Monitor**

A publication of the Government Statistical Service

Report on the Census of Production 1971

## Petroleum and natural gas

Presented by the Department of Trade and Industry to Parliament in pursuance of the Statistics of Trade Act 1947 (10 & 11 Geo. 6 Cha. 39 sec 7)

Department of Trade and Industry Business Statistics Office

London: Her Majesty's Stationery Office 1973

| PA100  | 11 Introductory Notes  |                | Electrical appliances primarily for domestic use                    |
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| PA101  | Coal mining Stone and slate quarrying and mining Chalk, clay, sand and gravel extraction Petroleum and natural gas | PA369          |   |
| PA102  | Stone and slate quarrying and mining   | PA370          |   |
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| PA104  | 1.1 Metalliferous mining and quarrying   | PA382          |   |
|        | 2.3 Salt and miscellaneous non-metalliferous mining and  | PA383          | Manufacturing and repairing aerospace equipment                     |
| 171107 | quarrying  | PA384          | Locomotives, trams, railway carriages, wagons and                   |
| PA211  |  |                | track equipment   |
|        | Bread and flour confectionery  | PA390          | Engineers' small tools and gauges                                   |
| PA213  | Biscuits   |                | Hand tools and implements   |
|        | Bacon curing, meat and fish products   | PA392          | Cutlery, spoons, forks and plated tableware etc.                    |
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|        | Sugar  |                | Wire and wire manufactures  |
|        | Cocoa, chocolate and sugar confectionery   |                | Cans and metal boxes  |
|        | Fruit and vegetable products  Animal and poultry foods   |                | Jewellery and precious metal<br>Metal furniture                     |
| PA 221 | Vegetable and animal oils and fats   |                | Drop forgings etc.  |
| PA229  | .1 Margarine   |                | Metal hollow-ware   |
|        | .2 Starch and miscellaneous foods  |                | Miscellaneous metal manufacture                                     |
| PA231  | Brewing and malting  |                | Production of man-made fibres                                       |
|        | Soft drinks  |                | Spinning and doubling on the cotton and flax syste                  |
|        | .1 Spirit distilling and compounding   | PA413          | Weaving of cotton, linen and man-made fibres                        |
|        | .2 British wines, cider and perry  |                | Woollen and worsted   |
|        | Tobacco  | PA415          |   |
|        | Coke ovens and manufactured fuel   |                | Rope, twine and net   |
|        | Mineral oil refining Lubricating oils and greases  | PA417          | Hosiery and other knitted goods                                     |
|        | .1 General chemicals (inorganic)   |                | Carpets   |
|        | .2 General chemicals (organic)   |                | Narrow fabrics  |
| PA271  | .3 Miscellaneous general chemicals   | PA422.1        | Made-up household textiles  |
| PA272  | Pharmaceutical chemicals and preparations Toilet preparations  | PA422.2        | Canvas goods and sacks etc.   |
| PA273  | Toilet preparations  |                | Textile finishing   |
| PA274  | Paint  |                | Asbestos  |
|        | Soap and detergents  |                | Miscellaneous textiles  |
| PA2/6  | Synthetic resins and plastics materials and  |                | Leather (tanning and dressing) and fellmongery                      |
| DA 277 | synthetic rubber   |                | Leather goods   |
| DA 279 | Dyestuffs and pigments Fertilizers   | PA433          |   |
|        | .1 Polishes  | PA442          | Weatherproof outerwear<br>Men's and boys' tailored outerwear        |
|        | .2 Formulated adhesives, gelatine etc.   | PA443          | Women's and girls' tailored outerwear                               |
|        | .3 Explosives, figeworks and matches   | PA444          | Overalls and men's shirts, underwear etc.                           |
| PA279  | .4 Formulated pesticides and disinfectants   | PA445          | Dresses, lingerie, infants' wear etc.                               |
| PA279  | .5 Printing ink  | PA446          | Hats, caps and millinery  |
|        | .6 Surgical bandages etc.  | PA449.1        | Corsets and miscellaneous dress industries                          |
| PA279  | .7 Photographic chemical materials   | PA449.2        |   |
|        | Iron and steel (general)   |                | Footwear  |
|        | Steel tubes<br>Iron castings   | PA461          | Refractory goods  |
| PA313  |  | PA462          | Building bricks and non-refractory goods                            |
|        | Copper, brass and other copper alloys  | PA463          |   |
| PA323  | Other base non-ferrous metals  |                | Cement  |
|        | Agricultural machinery (other than tractors)   |                | Abrasives   |
| PA332  | Metal-working machine tools  |                | Miscellaneous building materials and mineral pro-                   |
| PA333  | Pumps, valves and compressors  | PA471          |   |
| PA334  |  | PA472          | Furniture and upholstery  |
| PA335  |  |                | Bedding and soft furnishing   |
| PA336  |  |                | Shop and office fittings  |
| PA337  | Mechanical handling equipment Office machinery   |                | Wooden containers and baskets                                       |
| PA 330 | 1 Mining machinery   | PA479          | Miscellaneous wood and cork manufactures                            |
| PA 339 | 2 Printing and bookbinding machinery   | DA 182 1       | Paper and board<br>Cardboard boxes, cartons and fibre-board packing |
| PA339. | 3 Refrigerating machinery  | 17402.1        | cases   |
| PA339. | 4 Space heating, ventilating and air-conditioning  | PA482.2        | Packaging products of paper and associated mater                    |
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| PA339. | 7 Food and drink processing machinery  | PA484.1        | Wallcovering  |
| PA339. | 9 Miscellaneous (non-electrical) machinery   |                | Miscellaneous manufactures of paper and board                       |
| PA341  | Industrial (including process) plant and steelwork   | PA486          | Printing and publishing of newspapers and periodi                   |
| PA342  | Ordnance and small arms  | PA489          | General printing, publishing etc.                                   |
| PA349  | Ball and roller bearings   | PA491          | Rubber  |
| PA351  | Precision chains and other mechanical engineering  |                | Linoleum, plastics floor covering, leathercloth etc.                |
| PA352  | Photographic and document copying equipment Watches and clocks   |                | Brushes and brooms Toys games and children's carriages              |
| PA353  | Surgical instruments and appliances  | PA494.1        | Toys, games and children's carriages<br>Sports equipment            |
| PA354  | Scientific and industrial instruments and systems  | PA495          | Miscellaneous stationers' goods                                     |
| PA361  | Electrical machinery   | PA496          | Plastics products   |
| PA362  | Insulated wires and cables   | PA499.1        | Musical instruments   |
| PA363  | Telegraph and telephone apparatus and equipment  | PA499.2        | Miscellaneous manufacturing industries                              |
| PA364  | Radio and electronic components  | PA601          | Gas   |
| PA365  | Broadcast receiving and sound reproducing equipment  | PA602          | Electricity   |
| PA366  | Electronic computers  Padio radar and electronic conital conde   | PA603          | Water supply  |
| PA367  | Radio, radar and electronic capital goods  | PA1002         | Summary Tables  |
|        |  |                |   |

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

Exploration (including boring) for and extracting petroleum on land and off-shore, mining oil shale (including oil shale retorting). Petroleum includes natural gas and natural gas condensates. Producer's off-shore pipe lines are included but not pipe line terminals owned by associated companies or the Gas Council.

There were no Northern Ireland establishments in the industry and the report relates therefore only to Great Britain in respect of land operations. For off-shore operations this report relates to the United Kingdom part of the continental shelf.

The tables have been compiled from returns made to the Department of Trade and Industry. In 1970 the report was published in combination with the Salt and miscellaneous non-metalliferous, mining and quarrying industry, part C5.

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

| Table<br>No                           | Title and profess one enviorant and or builtearly encounterlines of sorelar groups aid in m                                   | Page                |
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|                                       | Section I - Estimates for all Great Britain establishments in the industry  | ulani serina<br>una |
| 1                                     | Input and output, 1970 and 1971 - Establishments classified to the industry   | PA104 3             |
| 2                                     | Capital expenditure and stocks, 1970 and 1971 - Establishments classified to the industry                                     | PA104 4             |
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| 8 <b>4</b> 00000 - 9<br>, ya dasibisi | Percentage analysis of employees by full and part time employment and sex, 1971 - Establishments classified to the industry   | PA104 6             |
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Input and output, 1970 and 1971

TABLE 1

All Great Britain establishments classified to the industry (a)

| irei a orei  | Unit                 |          | 1970                | 1971                    |
|--|----------------------|----------|---------------------|-------------------------|
| Enterprises  | Number               |          | 9                   | 15                      |
| Establishments   | 11                   |          | 12                  | 21                      |
|  |                      | 1        |                     | New bellating well      |
| Sales of goods produced and work done (b)                      | £,000                | ]        | 55,937              | 86,458                  |
| Services rendered to other organisations (c)                   | 11                   | ]]       |                     | 1,538                   |
| Goods merchanted or factored                                   | п                    | 1        | 17                  | 69                      |
| Canteen takings  | П                    | }        | 11                  | 69                      |
| Total sales and work done                                      | 11                   |          | 55,954              | 88,066                  |
| Increase during the year, goods on hand                        |                      |          |                     |                         |
| for sale   | п                    |          | _ 7                 | a sensolvin -           |
| Increase during the year, work in progress                     |                      |          |                     | N ASSOLARY              |
| Gross output (d)   | 11                   |          | 59,820 <sup>R</sup> | 90,217                  |
| Cost of purchases (e)  | п                    |          | 12,726 <sup>R</sup> | 10,470                  |
| Increase during the year, stocks of materials, stores and fuel | "                    | ( ) essi | 384                 | 1,411                   |
| Payments to other organisations                                |                      |          |                     |                         |
| for transport by road  | 11                   |          | 84                  | 65                      |
| for transport by rail, water, air                              | "                    |          |                     |                         |
| and Post Office parcel services                                | II.                  |          | 3,789               | 2,087                   |
| Royalties etc.   | 11                   |          | 3,944               | 7,484                   |
| Total costs  | 11                   |          | 20,159              | 18,695                  |
| Net output   | 11                   |          | 39,661 <sup>R</sup> | 71,522                  |
|  |                      |          |                     |                         |
| Total employment (including working                            |                      |          | 1.1                 | 1.0                     |
| proprietors) (f)   | Thousands            |          | 1.1                 | 1.3                     |
| Net output per head  | £                    | 100 100  | 36,689 <sup>R</sup> | 55,102                  |
| has suffered because on the heat and toubern                   | exade almandalidates | a tong   |                     | and the Capital Control |

<sup>(</sup>a) See third paragraph of the introduction to this report.

<sup>(</sup>b) Sales of products are valued on a well-head or delivered basis.

<sup>(</sup>c) Amounts charged for hiring out plant, machinery or other goods, for providing transport, or for any technical or other services rendered.

<sup>(</sup>d) Includes cost of outward transport on goods sold.

<sup>(</sup>e) Includes payments to other organisations for work done on materials given out.

<sup>(</sup>f) Average number of persons employed during the year.

Capital expenditure and stocks, 1970 and 1971

All Great Britain establishments classified to the industry (a)

|                                   | 100           | Complete Carlos Complete Compl | 1970                                    | 1971          |
|-----------------------------------|---------------|--|---|---------------|
| Capital expenditure (b)           | A CANCELLA TO | radical priority and community   | £'000                                   | £'000         |
| New building work                 |               |  | 1 to | CONTRACTOR OF |
| Land and existing buildings       |               |  | + 2,702(c)                              | 7 (14 )       |
| Acquisitions                      |               |  | + 2,102(8)                              | + 7,614 (     |
| Disposals                         |               |  | Sample Challeng by co. 2019.1           | mesores abot. |
| Plant and machinery               |               |  |   | CONDI SEPARE  |
| Acquisitions                      |               |  | 36,273                                  | 59,724        |
| Disposals                         |               |  | 679                                     | 30            |
| Vehicles                          |               |  | 5.000 E.5 7.000 E.000 E. 30             | inah panasah  |
| Acquisitions                      |               |  | 7 125 2 200                             | FARWER AND    |
| Disposals                         |               |  | + 20 (c)                                | + 19 (        |
| Total net capital expenditure (c) |               |  | 38,316                                  | 67,327        |
| Stocks at end of year (d)         |               |  | olinskasjio ins.                        |               |
| Materials, stores and fuel        |               |  | 3,060                                   | 4,583         |
| 7241.52                           |               |  | araw lina yo da<br>era amang erif       |               |
| Goods on hand for sale            |               |  | -                                       | ors and time? |
| Total stocks                      |               |  | 3,060                                   | 4,583         |
|                                   |               |  |   | ACTIONS THE   |

- (a) See third paragraph of the introduction to this report.
- (b) Capital expenditure in respect of establishments where production had not commenced before the end of tyear, is included.
- (c) Acquisitions less disposals.
- (d) The stock changes in Table 1, based on opening and closing values returned by firms may be different from those obtained from end-year values. The differences are attributable to variation in valuation by firms between the years and to differences in respondents, and in total employment.

|                      |                     | D .                     |                      | Employ     | /ees       | Wages and s | salaries   | Wages and a per he | salaries<br>ead | Total                         | 0      | Net    | Net                | Capital               | Total<br>stocks and<br>work in |
|----------------------|---------------------|-------------------------|----------------------|------------|------------|-------------|------------|--------------------|-----------------|-------------------------------|--------|--------|--------------------|-----------------------|--------------------------------|
| Size<br>group<br>(b) | Estab-<br>lishments | Enter-<br>prises<br>(c) | Total employment (b) | Operatives | Others (d) | Operatives  | Others (d) | Operatives         | Others (d)      | sales and<br>work done<br>(e) |        | output | output<br>per head | expenditure (net) (f) | progress at<br>end of year     |
|                      | Number              | Number                  | Number               | Number     | Number     | £'000       | £'000      | £                  | £               | £,000                         | £,000  | £'000  | £                  | £,000                 | £'000                          |
| 1-99                 | 17                  | 13                      | 362                  | 209        | 153        | 464         | 588        | 2,219              | 3,841           | 20,140                        | 20,382 | 17,476 | 48,275             | 7,648                 | 1,132                          |
| 100 and over         | 4                   | 3                       | 936                  | 233        | 703        | 492         | 2,381      | 2,111              | 3,373           | 67,925                        | 69,835 | 54,046 | 57,742             | 59,680                | 3,451                          |
|                      |                     |                         | *                    |            |            |             |            | 100                | 2010            |                               |        |        | 4                  |                       |                                |
|                      |                     |                         | 4                    |            |            |             |            | 25 mm ·            | 10 74150        |                               |        | Since  | 201                |                       |                                |
|                      |                     |                         | ,<br>F               |            |            |             |            | togara)            | Dopas t         |                               |        | Det. c | 1 188              | 1                     |                                |
|                      |                     |                         |                      |            |            |             |            |                    | 100             |                               |        |        |                    |                       |                                |
|                      |                     |                         | r<br>X               |            |            |             |            | St. St.            | 8               |                               |        | Mr.    | 980                |                       |                                |
| Total                | 21                  | 15                      | 1,298                | 442        | 856        | 956         | 2,969      | 2,162              | 3,469           | 88,066                        | 90,217 | 71,522 | 55,102             | 67,327                | 4,583                          |

- (a) See third paragraph of the introduction to this report.
- (b) Average number employed during the year by the establishment.
- (c) Some enterprises control establishments in more than one size group: the sum of the figures for the size groups will therefore exceed the total for the industry.

- (d) Administrative, technical and clerical employees.
- (e) Including sales of goods merchanted or factored, canteen takings and services rendered to other organisations (amounts charged for hiring out plant, machinery or other goods, for providing transport, or for any technical or other services rendered).
- (f) Acquisitions less disposals.

Percentage analysis of employees, by full and part time employment and sex, 1971 (a)

All Great Britain establishments classified to the industry (b)

| Sex    | Full time | Part time | All employees |
|--------|-----------|-----------|---------------|
|        | per cent  | per cent  | per cent      |
| Male   | 82        | -         | 82            |
| Female | 18        | -         | 18            |
|        |           |           | 8 8 8         |
| 3 4 4  | 100       | -         | 100           |

Source : Department of Employment

- (a) The percentages relate to the numbers employed (excluding working proprietors) at mid-June, 1971.
- (b) See third paragraph of the introduction to this report.

Regional distribution of employment, net captial expenditure and net output, 1971 All Great Britain establishments classified to the industry

This table is not applicable to the industry.

Percentage analysis of twelve-month periods covered by returns received from Great Britain establishments employing 11 or more persons, 1971 (a)

| Accounting year end | ed Percentage of total returns received | Percentage of total number employed |
|---------------------|---|-------------------------------------|
| and the second      | per cent                                | per cent                            |
| 1971 April (b)      | 0.0                                     | 0.0                                 |
| May                 | 0.0                                     | 0.0                                 |
| June                | 0.0                                     | 0.0                                 |
| July                | 0.0                                     | 0.0                                 |
| August              | 0.0                                     | 0.0                                 |
| September           | 0.0                                     | 0.0                                 |
| October             | 0.0                                     | 0.0                                 |
| November            | 9.5                                     | 8.6                                 |
| December            | 90.5                                    | 91.4                                |
| 1972 January        | 0.0                                     | 0.0                                 |
| February            | 0.0                                     | 0.0                                 |
| March (c)           | 0.0                                     | 0.0                                 |
|                     | 100.0                                   | 100.0                               |

(a) See third paragraph of the introduction to this report.

(b) From 6th April.

(c) Including returns made for twelve-month period ended 1st to 5th April 1972.

### lotes

ne notes give the main information needed for interting the figures in the industry reports, (more tailed information about the census is given in a parate booklet - "Introductory Notes", Part PA1001 the Report on the Census of Production for 1971).

### ENERAL INFORMATION

### nges compared with 1970

questions asked in the 1971 census were the same as e in the 1970 census with one main exception: for establishments were asked to include in capital nditure, expenditure on units that were not in fuction in the year of return; for 1970 this expende was collected in a separate inquiry. This age of method of collection does not affect the sults for 1970 and 1971 because capital expenditure units not yet in production is included in the regates for both years.

### ustrial classification

Annual Censuses of Production are conducted on Business Statistics Office's Production Register. mally establishments on the Register are classito industries on the basis of major activity in ormity with the third edition of the Standard strial Classification (revised 1968). Normally establishment was classified to an industry if its es of the principal products of that industry unted for a greater proportion of its total sales in its sales of the principal products of any industry; classification is generally based on stablishment's returns to the quarterly producinquiry. Where this was not possible - for ole where a quarterly production inquiry had then been introduced - the classification of an ablishment reflects its return to the Census of action, 1968. Establishments for which informawas not available either from the quarterly iries or the 1968 Census were classified on the s of the description of the business given by the ablishments to the Business Statistics Office, for tance, in the course of registration.

### rage

ailed census returns were generally sought only establishments employing on average 25 or more ns, but in some industries where firms employing than 25 persons account for a relatively high ortion of total employment and output the exemplimit was lowered to 11. Census returns were sent to establishments whose employment was not to the Business Statistics Office at the time despatch

### MS USED IN THE CENSUS REPORT

### age number employed

ablishments were required to state the number of ns on the payroll (i.e. whose national insurance were held by them) on the average during the of return, whether full time or part time employ-

Separate figures were required for (a) adminiive, technical and clerical employees and (b) all employees (operatives). Averages could be caled from figures relating to the last week of each dar month. The figures include persons engaged rchanting or factoring and canteen workers where culars in respect of these activities could not xcluded from the return.

nistrative, technical and clerical employees managing and other directors in receipt of a nite wage, salary or commission, managers, superinents and works foremen; research, experimental opment, technical and design employees (other operatives); draughtsmen and tracers; editorial staff reporters, canvassers, competition and ising staff; travellers; and office (including office) employees.

ives include all other classes of employees, 8, broadly speaking, all manual wage earners. nclude those employed in and about the factory or works; operatives employed in power houses, transport work (including roundsmen), stores, warehouses, shops and canteens; inspectors, viewers and similar workers; maintenance workers, and cleaners. Operators engaged in outside work of erecting, fitting etc. are also excluded.

### Capital expenditure

Capital expenditure during the year in respect of manufacturing units where production had not started before the end of the year is included in the figures for both 1970 and 1971.

## (a) New building work

This represents the cost incurred during the year of new building and other constructional work (including office buildings, canteens and the like used in connection with the business covered by the return, but not dwelling houses for employees). The value is that charged to capital account during the year of return; it includes expenditure on new buildings or on the extension or reconstruction of old buildings, the value of works of a capital nature carried out by the establishment's own staff and the cost of any newly constructed buildings purchased. Figures shown include any legal charges, stamp duties, agents' commissions, etc.

### (b) Land and existing buildings

The items shown are the capital cost of freeholds purchased and the capital cost of premium payable for leaseholds acquired (excluding the value of any assets acquired in taking over an existing business), and the amounts receivable for any freeholds or leaseholds disposed of. The value is that charged to capital account during the year of return.

### (c) Plant, machinery and vehicles

The items shown are the value of plant and machinery and of vehicles acquired, both new and second-hand. and the amount received for items disposed of during year. The value of plant and machinery acquired includes plant, etc., which firms produced for their own use in connection with the business covered by the return. The value of plant, etc., acquired is the expenditure charged to capital account during the year of return less any discounts received, but including the cost of transport and installation. No deduction is made for depreciation, amortization or obsolescence. The proceeds of items disposed of during the year exclude amounts written off for items scrapped.

The term enterprise is used in this report to mean one or more establishments under common ownership or control. An enterprise normally consists of a single establishment, more than one establishment owned by the same firm, or a number of establishments owned by a parent company and its subsidiary companies. Information about the relationship between constituent companies of enterprises was obtained mainly from published sources such as the Stock Exchange Year Book supplemented by information from company reports and information supplied by establishments. The information available is not complete but covers the largest and most important groups of industrial establishments and is believed sufficient to provide a worthwhile basis for analysis.

### Establishment

The definition of an establishment in 1970 and 1971 was that of the Standard Industrial Classification (revised 1968): "the smallest unit which can provide the information normally required for an economic census, for example, employment, expenses, turnover, capital formation." Sometimes activities which are conducted as a single business are carried on at a number of addresses, termed local units. Where the activities of such a business are closely integrated, and detailed census information is not available for each unit it is treated as a multi-unit establishment and a single return accepted. Separate figures are obtained, however, of employment and net capital expenditure at each unit.

### Gross output

Gross output measures the total value of production (including work done) by establishments during the year. It is calculated as follows:-

Value of sales and work done

Plus/Less: Increase/decrease in value of stocks of goods on hand for sale

Plus: Payments for transport

= Gross output.

### Net output

Net output represents the value added to materials by the process of production (including the margin on selling any merchanted or factored goods). It is calculated as follows:-

Gross output

Less: Purchases adjusted for change in value of stocks of fuel and raw materials

Less: Payments for work given to other establishments Less: Payments for transport

Less: Net amount of any duties, subsidies, allowances and levies payable

= Net output

### Net output per person employed

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

### Purchases

Purchases include the cost of materials and components bought for use in production; of fuel and electricity for all purposes: of packaging materials including the cost of returnable cases and containers when first purchased; of workshop materials, office materials and materials for repairs to establishment's own buildings, plants and vehicles when carried out by their own work people included in the returns; of consumable tools; and of parts for machinery purchased during the year as replacements. Water charges are also included. In general, purchases of goods for merchanting or factoring and canteen supplies are included. Materials supplied by customers for processing are excluded, as are all purchases charged to capital account. The values shown include any duty paid (less rebate, etc.) but exclude trade discounts allowed. The cost of transport is included only if included in the cost of materials as invoiced; amounts paid to transport organisations, including an establishment's own separate transport organisations for delivery of materials and fuel are, therefore, excluded. Materials purchased overseas are included at the c.i.f. cost plus any duty payable if the cost of transport from the docks was not included in the invoiced price, but at their full delivery cost if invoiced "carriage paid Materials and fuel transferred from another home". department of the establishment not covered by the same return are included at the estimated selling value recorded by the other department.

### Sales

Sales are in respect of goods made by the business covered by the return, or by other establishments from materials given out to them (sometimes described as goods made on commission) and waste products. Any machinery or other capital items produced for use in the business covered by the return are included, the value being that adopted in the establishment's asset accounts. Goods sold without being subjected to any manufacturing process (i.e. merchanted or factored) and canteen takings are included.

The value shown for sales is the net selling value, defined as the amount charged to customers whether on an ex-works or delivered basis excluding any trade discounts, agents' commissions, allowances for returnable cases, purchase tax, etc.; the net amount charged for packaging materials is included. Goods charged on a delivered basis to customers overseas are included at the f.o.b. value.

Goods produced in one establishment and transferred to another establishment of the same firm not covered by the return were treated as sales by the producing establishment and valued as far as possible as if they had been sold to an independent purchaser. Goods transferred to wholesale or retail selling organisations for which separate accounts were kept were valued on the same basis. To the extent that sales of finished products of one establishment constitute the materials purchased by another, total figures of the value of sales (and of materials and fuel purchased) include an element of duplication. In some industries. e.g. motor vehicle manufacturing, and woollen and worsted, this duplication is substantial; and aggregates of the figures for a number of industries contain significantly greater amounts of duplication, For work done on commission, sub-contract work, etc. the value shown is the total amount charged for the work, including the value of any materials bought and used in such work.

### Services rendered

This represents the amounts charged for hiring out plant, machinery and other goods, providing transpor or for any technical or other services rendered to other organisations. It includes amounts credited for similar services rendered to other establishment of the same enterprise not covered by the return.

### Standard Industrial Classification

Industry classification is based on the Standard Industrial Classification (revised 1968). It is publishes by H M Stationery Office together with a separate indian the form of an alphabetical list of industries.

### Stocks

Values are given of stocks of goods on hand for sale, and of materials and fuel, at the end of the year of return, including any stocks of goods held for merchanting or factoring. Values of the change during the year are also shown. The values include duty in the case of dutiable goods held out of bond. The value of work in progress at the end of, and the change during, the year are also usually shown. This excludes any progress payments made to sub-contractor and no deduction is made on account of progress payments received.

### Transport payments

These represent the total amount paid or credited during the year for both outwards transport of finish goods sold and inwards transport of materials and fue purchased. They include payment to other establishments, and to any separate transport organisation of the same establishment not covered by the return, but exclude the value of transport services provided by the business covered by the return. The items included are payments for hired cartage and for inwards and ouwards carriage by all forms of inland transport, i.e. railways, road haulage, canals, coastwise shipping, air, etc. Payments made for sea and air freight on goods sold to customers overseas and on materials and fuel purchased from overseas suppliers are excluded.

### Wages and salaries

These are amounts paid during the year to operatives and to administrative, technical and clerical employees. The values shown include all overtime payments bonuses and commissions, whether paid regularly or no and no deduction is made for income tax, insurances, contributory pensions, etc. The value of any paymen in kind, travelling expenses, lodging allowances, etc and employers' contributions to national insurances and pension schemes is excluded.

SYMBOLS USED

The following symbols are used throughout the report:
.. not available

nil or less than half the final digit shown

### ROUNDING OF FIGURES

Figures in the tables have, where necessary been rounded to the nearest final digit; there may be an apparant slight discrepancy between the sum of the constituent items and the total shown.

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