

Confidential

# Industrial trends survey

## Number 228a May 2018

Office use only:

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Welcome to the CBI monthly industrial trends survey. We would like to thank you for your valued support of the survey – providing us with a key insight into manufacturing conditions.

Please answer on behalf of your UK manufacturing operations only. If you have any questions, please do not hesitate to contact us at [surveymanagementgroup@cbi.org.uk](mailto:surveymanagementgroup@cbi.org.uk)

Please submit your response using one of the following options:

- By email – contact [surveymanagementgroup@cbi.org.uk](mailto:surveymanagementgroup@cbi.org.uk) for an electronic questionnaire to complete
- By fax to 020 7836 1210 or 020 7836 5856
- Post your response (address at bottom of page).

Closing date: *Friday 11 May 2018.*

Thankyou very much in advance for your response.

**Anna Leach – head of economic intelligence**

### 1 Excluding seasonal variations, do you consider that in volume terms:

	above normal	normal	below normal	n/a
(a) Your present total order book is	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(b) Your present export order book is	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

### 2 Your present stocks of finished goods are:

	more than adequate	adequate	less than adequate	n/a
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

### 3 Excluding seasonal variations, what has been the trend over the **past** three months and what are the expected trends over the **next** three months with regard to:

		up	same	down	n/a
Volume of output:	Past three months	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Next three months	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

### 4 Excluding seasonal variations, please indicate the expected trend over the **next** three months with regard to:

	up	same	down	n/a
Average selling prices at which domestic orders/sales are booked	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Numbers employed	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Please complete and return to the  
CBI survey management group by **Friday 11 May 2018**

Survey management group CBI Cannon Place 78 Cannon Street London EC4N 6HN  
T: +44 (0)20 7395 8081/8108 F: +44 (0)20 7836 1210/5856 Email: [surveymanagementgroup@cbi.org.uk](mailto:surveymanagementgroup@cbi.org.uk)

Please turn over to complete the questionnaire 

# Basic data section

Please enter the code number of the main manufacturing activity covered by this return. If unsure of your correct standard industrial classification, please state clearly below your main manufacturing activity

How many employees are covered by this return?

1-199      200-499      500-4,999      5,000 and over

                  

What is the annual ex-works value of your direct exports?

nil-£75k      £75k-£1m      £1m-£3m      £3m-£8m      £8m-£15m      £15m-£25m      £25m-£40m      £40m-£60m      £60m-£100m      £100m-£150m      over £150m

                                                            

Please indicate the annual turnover covered by this return (please answer on behalf of your UK operation only)

£0-999k      £1-9.9m      £10-24.9m      £25-99.9m      £100-499m      £500m+

                              

Please enter the appropriate regional code according to the main geographic location of your manufacturing activities (see list)

## Regional codes 1-11

### Code 1

Wales (Counties)  
Gwent  
Gwynedd  
Mid Glamorgan  
Powys  
South Glamorgan  
West Glamorgan

### Code 2

Scotland (L A Region)  
Borders  
Central  
Dumfries and Galloway  
Fife  
Grampian  
Highland  
Lothian  
Strathclyde  
Tayside  
Islands

### Code 3

Northern Ireland (Borders)  
Belfast  
South Eastern  
Southern  
North Eastern  
Western

### Code 4

North  
Cleveland  
Cumbria  
Durham  
Northumberland  
Tyne and Wear

### Code 5

Yorkshire & the Humber  
East Yorkshire  
(formerly Humberside)  
North Yorkshire  
South Yorkshire  
West Yorkshire

### Code 6

East Midlands  
Derbyshire  
Leicestershire  
Lincolnshire  
Northamptonshire  
Nottinghamshire

### Code 7

East Anglia  
Camb  
Norfolk  
Suffolk

### Code 8

South East  
Bedfordshire  
Berkshire  
Buckinghamshire  
East Sussex  
Essex  
Greater London  
Hampshire  
Hertfordshire  
Isle of Wight  
Kent  
Oxfordshire  
Surrey  
West Sussex

### Code 9

South West  
Bath & North East Somerset  
City of Bristol  
North Somerset  
South Gloucestershire  
Cornwall  
Devon  
Dorset  
Gloucestershire  
Somerset  
Wiltshire

### Code 10

West Midlands  
Hereford and Worcs.  
Shropshire  
Staffordshire  
Warwickshire  
West Midlands (met. county)

### Code 11

North West  
Cheshire  
Greater Manchester  
Lancashire  
Merseyside



The CBI supplies the European Commission with harmonised manufacturing data, derived from the industrial trends survey.  
The CBI acknowledges the European Union's financial support for the technical development and supply of this data.

Your company details **please complete as fully as possible**

Your name

Your position

Company name

Address

Postcode

Telephone

Email

Are you a CBI member?  yes  no  don't know

May we contact you regarding the benefits of membership?  yes  no