

BCC Form 3

Strictly Confidential

RETURN OF SALES 2010 / 2011

The net invoice value of sales of all ceramic products during the relevant period (as defined overleaf) was :

£ _____ 000

The net invoice value of clay roof tiles included in the above figure (if relevant) was :

£ _____ 000

Company / Group :

Address :
.....
.....

Signed :

Name (please print) :

Position :

Relevant period : year ended _____

To be returned to : *Mr. C. P. Hall, Commercial & Public Affairs Director, British Ceramic Confederation, Federation House, Station Road, Stoke-on-Trent. ST4 2SA*

Tel: 01782 572843

Email: chrish@ceramfed.co.uk

TO BE COMPLETED AND RETURNED BY: **30th June, 2011**

DEFINITIONS

1. **Net invoice value** means the gross value of sales excluding:
 - value added tax;
 - factored sales other than ceramic products purchased from other members of the BCC;
 - carriage, insurance and freight on goods sold;
 - trade and cash discounts and rebates;
 - allowances or credits for goods and containers returned or overcharges;
 - the cost of ceramic products purchased from other members of the BCC.

but including :

 - outsourced product sold as the product of the member company;

2. **Factored sales** means finished items bought in from another manufacturer or source of supply and sold on other than as the product of the member company.

3. **Ceramic products** means any product made wholly or partly of ceramic material including:
 - Household and Ornamental Articles
 - Tiles and Flags
 - Sanitaryware and Sanitary Fixtures
 - Insulators and Insulating Fittings
 - Technical and Advanced Ceramic Products
 - Refractory Products
 - Bricks, Tiles and Construction Products
 - Clay Drainage Pipes
 - Other Ceramic Products of any description

4. **Relevant period** means the twelve months ending on the last accounting date on or before 31st March, 2011.