

BCC Form 3 – SECTOR:-
CCL Only Member

Strictly Confidential

RETURN OF SALES 2017/2018

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

£ _____ 000

Company / Group:		
Address:		
Signed:		
Name (please print):		
Position:		
E-mail address:		
Total no. of employees in the UK:		
Please indicate if your company, by definition, is a SME. <i>(please tick appropriate box)</i>	<u>YES</u>	<u>NO</u>
Relevant period: year ended:		

To be returned to : Mrs Sonia Mayer, British Ceramic Confederation, Federation House, Station Road, Stoke-on-Trent, ST4 2SA. E-mail: soniam@ceramfed.co.uk

TO BE COMPLETED AND RETURNED BY: **31st May 2018**

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
 - i) 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
 - ii) any raw materials used for or in connection with the manufacture of the above products.
4. **SME (Small or medium-sized enterprise)** as defined by the European Commission is a business or company:
 - that has fewer than 250 employees; and
 - has either (a) annual turnover not exceeding €50 million (approximately £43 million) or (b) an annual balance-sheet total not exceeding €43 million (approximately £37 million).
5. **Relevant period** means the twelve months ending on the last accounting date on or before 31st March, 2018.