



British Ceramic Confederation Ltd
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BCC Form 1 – SECTORS:-

Drainage Pipes, Floor & Wall Tiles, Industrial Ceramics, Refractories, Sanitaryware, Tableware & Giftware

Strictly Confidential

RETURN OF SALES 2019 / 2020 for BCC membership fees in 2021

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

£ _____

Company / Group:		
Address:		
Production sites this return relates to (please list):		
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:		

PLEASE COMPLETE & RETURN TO soniam@ceramfed.co.uk BY: 31st May 2020

DEFINITIONS for reference when calculating Net Invoice Value

1. **Net invoice value** means the gross value of sales of all UK-manufactured ceramic products. When calculating this value, please follow the guidance below:

	Further information
Exclude factored <i>sales</i> (finished items bought in from another manufacturer or source of supply and sold on other than as the product of the member company) But, include ceramic products purchased from other members of the British Ceramic Confederation (BCC).	A list of members is available here .
Exclude the <i>cost</i> of ceramic products purchased from other members of the BCC.	This is to prevent 'double counting' costs and sales between members of BCC.
Exclude Value Added Tax.	
Exclude carriage, insurance and freight on goods sold.	
Exclude trade and cash discounts and rebates.	
Exclude allowances or credits for goods and containers returned or overcharges.	
Include outsourced partially manufactured product finished in the UK and sold as the product of the member company.	
<i>If you have any queries about how to calculate net invoice value, please contact soniam@ceramfed.co.uk at the British Ceramic Confederation.</i>	

2. **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.

3. **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).

4. **Relevant period** means the twelve months ending on the last accounting date on or before 31st March, 2020.