

APPENDIX 1

(referred to in paragraph 2.26)

Survey of expenditure on clothing and footwear

1. The Clothing and Footwear Survey undertaken by Textile Market Studies (TMS) is an individual questionnaire survey carried out each week amongst different samples of consumers. The survey has been in continuous operation since the late 1950s, although footwear was only added in 1979. The survey is widely used by manufacturers and retailers in the industry.
2. Around 400 questionnaires are completed each week at interviews, generally in people's own homes. Individuals are selected by quota sampling methods within randomly selected areas and the results are weighted and grossed up to obtain aggregate estimates of market size and composition in Great Britain. Estimates by TMS of total retail sales of clothing and footwear tend to exceed the estimates published in Business Monitor SDA 25 (Retailing). This is because the TMS figures take full account of such activities as market stall retailing and transactions in the cash economy which are not fully reflected in the official statistics.
3. Retail expenditure is classified to 'general catalogue mail order' when an interviewee states that an item has been purchased 'from a catalogue' and the catalogue is identified as one produced by a general catalogue mail order company.
4. Three tables which were not shown in Chapter 2 are reproduced below for general information.

TABLE 1 Women's clothing — percentage of sales accounted for by each social grade

<i>Social grade</i>	<i>Percentage of sales by general catalogue mail order companies</i>	<i>All sales</i>
AB	8.6	14.4
C1	27.1	30.4
C2	39.2	33.0
DE	25.1	22.2
	<hr/>	<hr/>
	100.0	100.0
	<hr/>	<hr/>
Total (£ million)	583	4,448

TABLE 2 Women's clothing — percentage of sales accounted for by each dress size, 1981

<i>Dress size</i>	<i>Percentage of sales by general catalogue mail order companies</i>	<i>All sales</i>
0-10	12.9	14.4
11-12	31.8	31.2
13-14	28.4	27.9
15-16	15.0	15.3
17-18	5.3	7.4
19 and over	6.7	3.8
	<u>100.0</u>	<u>100.0</u>
Total (£ million)	583	4,448

Source: TMS.

TABLE 3 Women's clothing — sales analysed by working status of purchaser, 1981

<i>Working status of purchaser</i>	<i>Sales by general catalogue mail order houses</i>	<i>Sales by other outlets</i>	<i>All sales</i>
	<i>%</i>	<i>%</i>	<i>%</i>
Full-time employment	30.5	32.8	32.4
Part-time employment	20.3	17.4	17.8
At school/college	4.0	6.4	6.1
Neither in employment nor in full-time education	45.2	43.4	43.7
	<u>100.0</u>	<u>100.0</u>	<u>100.0</u>
Total (£ million)	583	3,865	4,448

Source: TMS.

APPENDIX 2

(referred to in paragraph 3.12)

The Great Universal Stores PLC: Divisions and main subsidiaries

MAIL ORDER DIVISION

British Mail Order Corporation Ltd	Catalogue mail order
Kay & Company Ltd	Catalogue mail order
GUS Merchandise Corporation Ltd	Purchasing
GUS Transport Ltd	Transport (including contract hire and mail order delivery)

HOUSEHOLD STORES DIVISION

Art Wallpapers Ltd	DIY
Cavendish-Woodhouse (Holdings) Ltd	Furniture and household goods
Times Furnishing Company Ltd	Furniture and household goods

MULTIPLE, DISCOUNT AND DEPARTMENT STORES DIVISION

Greenlees Lennards Ltd	Footwear
Morrisons Holdings Ltd	Ladies' fashions
Thoms Household Stores Ltd	Discount stores
Burberrys Ltd	Men's and women's outerwear
The Scotch House Ltd	
Willerby & Company Ltd	Men's clothing
Hector Powe Ltd	
Just Pants Ltd	

MERCHANTING DIVISION

Ensee Ltd	Cutlery and fancy goods, clocks and watches, cameras and other goods
B H Ries Ltd	
J J Silber Ltd	

MANUFACTURING DIVISION

Barratts of Staffordshire Ltd
G T Cheshire & Son Ltd
Polikoff Universal Ltd
Universal Bedding & Upholstery Ltd
Woodrow-Universal Ltd
Valusta Ltd

Pottery
Printing and allied services
Clothing
Bedding and upholstery
Textiles
Shirts and pyjamas

OVERSEAS DIVISION

GUS Canada Inc
GUS (Australia) (Pty) Ltd
GUS (South Africa) (Pty) Ltd

Associated Tailors (Ireland) Ltd
Halens Postorder AB (Sweden)
Universal Versand GmbH (Austria)
Wehkamp BV (Netherlands)

Maison des '100,000' Chemises SA (France)

GUS (Hong Kong) Ltd

Retail furniture
Retail furniture
Retail furniture and
manufacturing
Retail menswear
Catalogue mail order
Catalogue mail order
Catalogue mail order and
retail furniture
Retail menswear and
manufacturing
Manufacturers agent

FINANCE, PROPERTY AND TRAVEL DIVISION

All Counties Insurance Company Ltd
Global of London (Tours & Travel) Ltd
Whiteaway, Laidlaw & Company Ltd
General Guarantee Corporation Ltd
GUS Property Management Ltd
CCN Systems Ltd

Insurance services
Tour operator
Banking
Finance
Property investment
Credit reference systems

APPENDIX 3

(referred to in paragraph 3.27)

Outline of credit reference services offered to third parties by CCN (in addition to credit searches)

Direct mail selection: CCN will identify for clients potential customers with particular characteristics selected by clients and will send the clients' promotional material to the customers identified.

Postal coding: the Post Office gives reduced postal rates to direct mail operators who print their addressees' postal codes on correspondence. CCN will go through a client's address-list and add the postal codes.

File screening: clients may have files which duplicate customers' names (because, for instance, customers have more than one account). CCN will screen the files to remove duplication.

Credit card services: this service is offered to clients who operate their own credit card system. CCN provides the computer services for managing the credit card operation. The client retains control of policy matters such as the persons to whom credit cards shall be issued and the level of outstanding credit that will be allowed.

Computer bureau services: this activity is at an early stage of development. CCN will work with individual clients to provide computer bureau services to meet their particular needs.

APPENDIX 4

(referred to in paragraph 4.9)

Empire Stores (Bradford) PLC: Organisation

