

**East Midlands Sector Skills Research
Leicestershire LSC Report**

Proskills

1. Introduction

This report is part of a wide-ranging programme of skills research covering all five Learning and Skills Council areas in the East Midlands region.

In relation to each of these Learning and Skills Council areas and the East Midlands region as a whole, a series of detailed reports have been produced that focus on the present and future skill needs of different sectors of the economy. The research outputs include:

- Individual reports for each Sector Skills Council footprint
- A further set of reports covering 39 of the 67 sectors defined by the Working Futures 2 employment forecasts. These sectors have been selected with reference to their importance in terms of numbers employed regionally and at an individual LSC area level and with consideration to the value each report will add to the Sector Skill Council reports.¹

This report focuses on the Proskills Sector footprint within the Leicestershire LSC area. The activities covered by the Proskills Sector footprint are set out in Appendix One.

The analysis contained in this report is entirely based on secondary data and includes use of data from the Working Futures 2 employment forecasts², National Employer Skills Survey 2005, Annual Business Inquiry 2004 and the Census 2001.

The structure of this report is as follows:

- Current sector structure
- Sub sector analysis
- Workforce profile
- Historical trends
- Forecast employment change
- Drivers of change and key skill issues
- Human resource indicators
- Business and employment matrix

¹ A separate report setting out the full criteria for selection of reports has been produced and is available from Nottinghamshire Learning and Skills Council

² Working Futures: New Projections of Occupational Employment by Sector and Region, 2004, SSDA/LSC/IER/CE

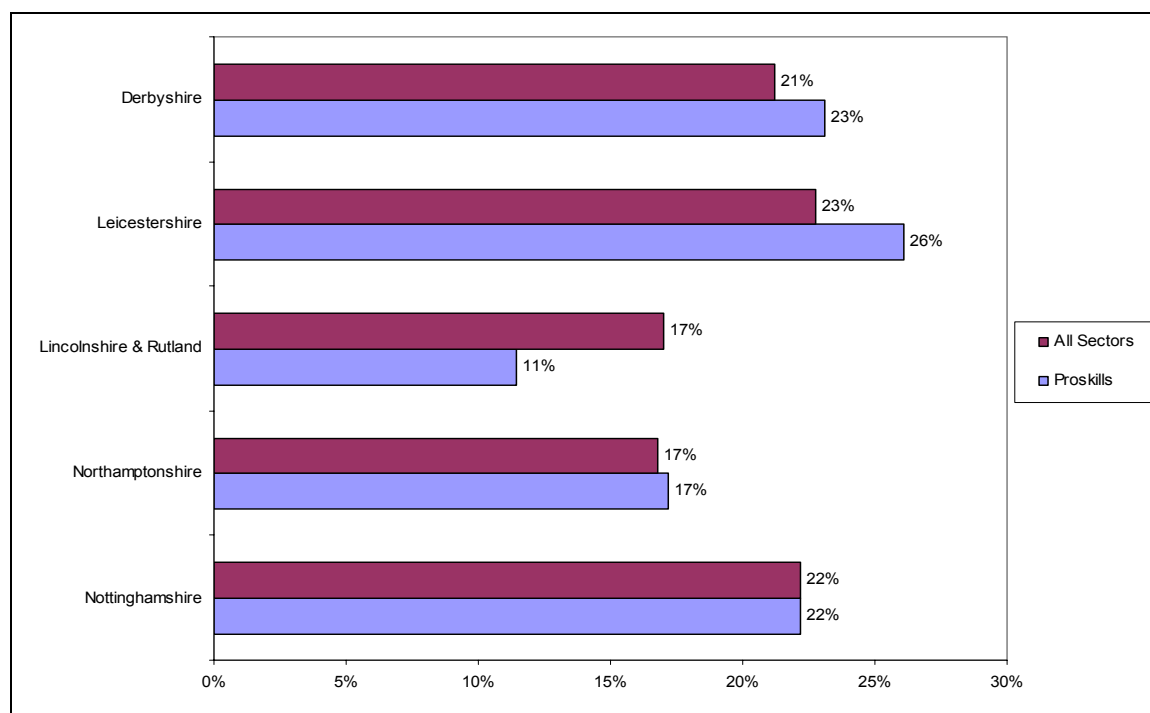
2. Current sector structure

Based on the Annual Business Inquiry 2004 there are an estimated 670 employers and 10,225 employees working in the Proskills sector in the Leicestershire LSC area³.

The sector accounts for 2% of all employers in Leicestershire LSC area and 3% of total employment⁴.

Chart 1 sets out the distribution of Proskills employers by LSC area within the East Midlands region and compares this with the distribution of all employers (All sectors)⁵.

Chart 1: Share of total employers by LSC area; Proskills and All sector average



Source: ABI 2004

³ The Annual Business Inquiry figures on employment excludes those self employed and casual labour, so is likely to under-estimate the total number of people working in the sector. Working Futures 2 data which takes account of numbers self employed estimate that the total numbers working in the sector in 2004 was 8,550.

⁴ The Annual Business Inquiry (ABI) estimates for employers cover all UK businesses registered for Value Added Tax (VAT) and/or Pay As you Earn (PAYE).

⁵ It should be noted that the figures on all charts in this report have been rounded to the nearest full percentage, but the bars on each chart still reflect any small decimal point differences

Analysis of the spatial distribution of the sector indicates that as a proportion of all Proskills employers within the East Midlands Region those in Leicestershire account for an estimated 26% and of all Proskills employers in England, those in Leicestershire account for 2.6%

In relation to employment, the respective figures are 23% of the regional total and 3.0% of the total for England. (See Table 1 for more details).

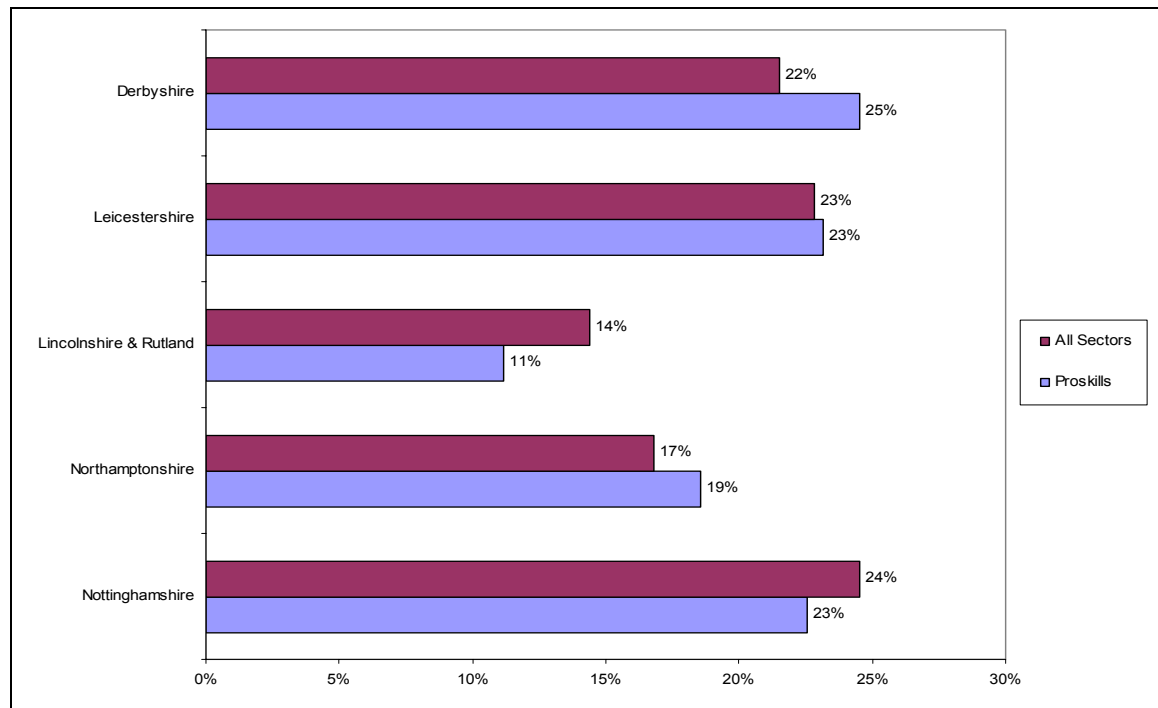
Table 1: Structure of employment and employers within Proskills; Leicestershire, East Midlands Region, England

	Number (LSC area)	As % of all in LSC area	As % of sector in East Midlands Region	As % of sector in England
Number of employers	670	2%	26%	2.6%
Number of employees	10,225	3%	23%	3.0%

Source: ABI 2004

Chart 2 sets out the distribution of Proskills employment by LSC area and compares this with the distribution of total employment (All sectors).

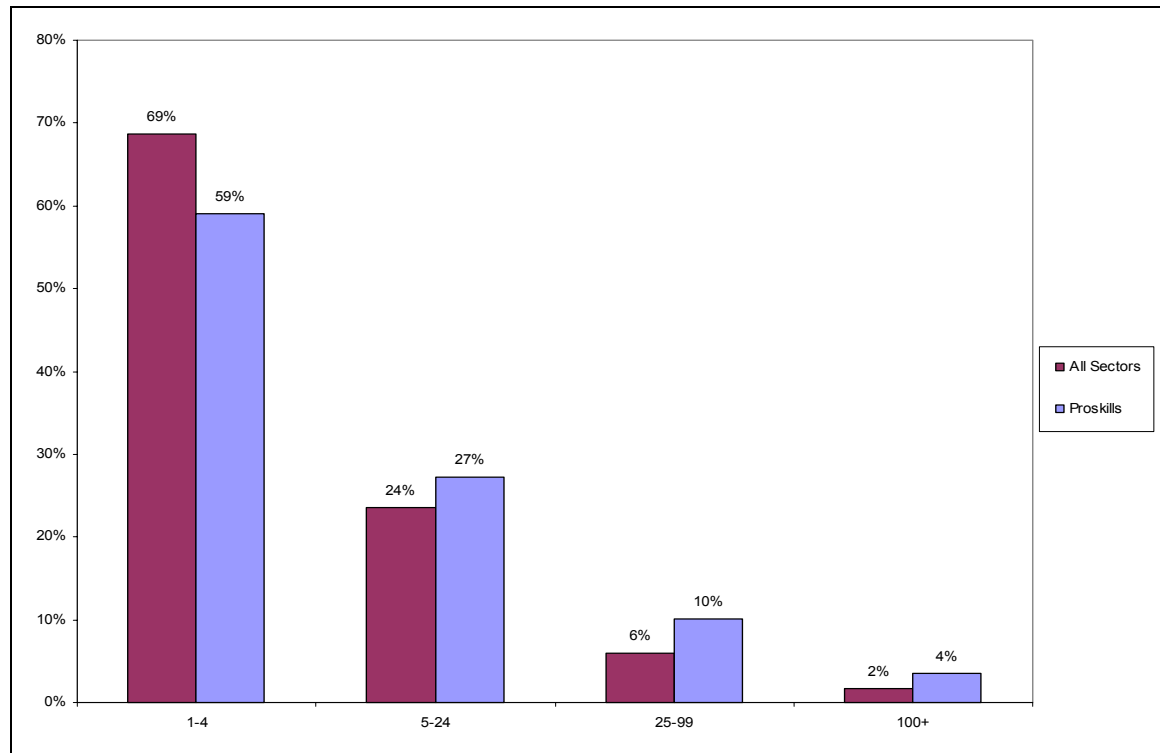
Chart 2: Share of total employment by LSC area; Proskills and All sector average



Source: ABI 2004

Chart 3 outlines the proportion of employers within different employment size bands in Leicestershire and indicates that by comparison with the average for all sectors within Leicestershire, there are relatively high concentrations of employers within the Proskills sector footprint employing 5 or more employees.

Chart 3: Proportion of employers by employment size band in Leicestershire; Proskills and All sector average



Source: ABI 2004

Table 2 identifies the proportion of employees working in different sized workplaces and highlights the relative concentrations of employment within medium sized establishments (Those employing between 25-99 employees).

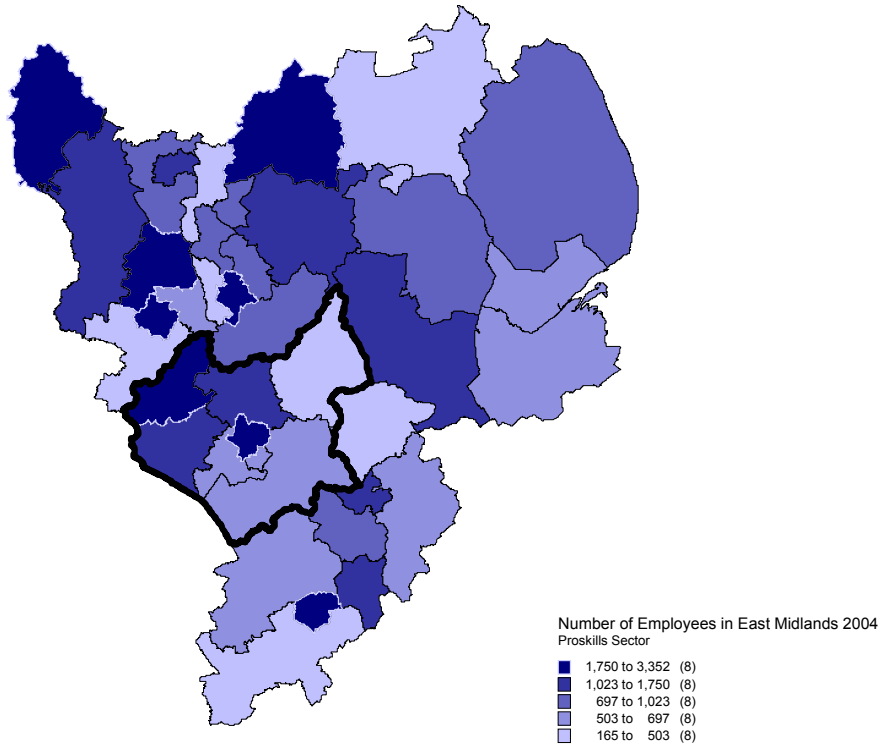
Table 2: Size structure of employment within Proskills; Number of employees within each employer size band; Leicestershire, East Midlands Region, England

	Number of employees in Proskills (LSC area)	% employees in Proskills (LSC area)	% employees in All sectors in LSC area	% employees in Proskills in East Midlands Region	% employees in Proskills in England
Number of employees (1-4 employees)	780	8%	11%	7%	10%
Number of employees (5-24) employees)	1,900	19%	22%	19%	22%
Number of employees (25-99) employees)	3,178	31%	24%	32%	30%
Number of employees (100+) employees)	4,367	43%	43%	42%	38%
All employees	10,225	100%	100%	100%	100%

Source: ABI 2004

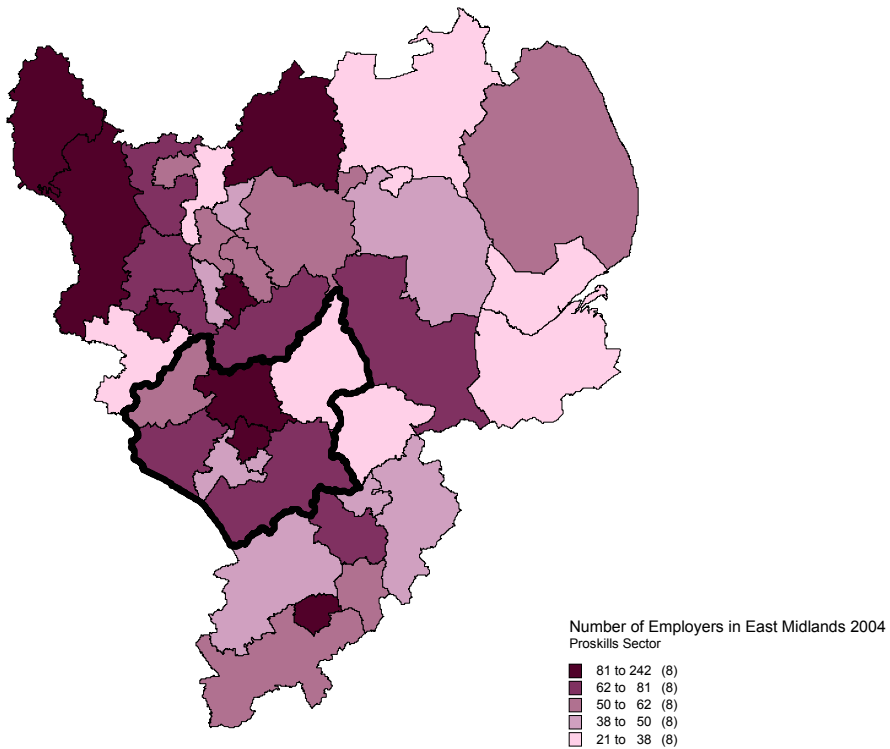
Maps 1 and 2 highlight the spatial concentrations of employees and numbers of businesses in the Proskills Sector within each local authority area within the East Midlands region. Appendix Two contains a key to all local authority names within the East Midlands region.

MAP 1



Source: Annual Business Inquiry 2004

MAP 2



Source: Annual Business Inquiry 2004

3. Sub sector analysis

Total employment within all sectors in Leicestershire represents about 1.8% of the total for England. Given that employment within Proskills within the LSC area represents 3.0% of the total for England, employment in Proskills activities within Leicestershire are somewhat more concentrated.

Table 3 provides a breakdown of employment within different Proskills sub-sectors⁶.

The analysis indicates that coatings accounts for an estimated 3% of all employment in Proskills activities in Leicestershire, glass accounts for 2%, mining and quarrying 4%, paper 26%, printing 39% and refractories and building products 38%.

Table 3: Number and % of employment by Proskills sub-sector; Leicestershire, East Midlands Region, England

	Number (LSC area)	As % of all in Proskills sector in LSC area	As % of sub-sector in East Midlands Region	As % of sub-sector in England
Coatings	345	3%	27%	1.9%
Glass	208	2%	10%	0.9%
Mining and quarrying	384	4%	10%	1.7%
Paper	2,687	26%	32%	4.1%
Printing	3,947	39%	23%	2.6%
Refractories and building products	2,654	26%	24%	4.7%
Steam and hot water	0	0%	0%	0.0%
Total for Proskills	10,225	100%	23%	3.0%

Source: ABI 2004

Table 4 provides a breakdown of employers within each Proskills sub-sector.

⁶ Appendix One contains SIC definitions for each Proskills sub sector

Table 4: Number and % of employers by Proskills sub-sector; Leicestershire, East Midlands Region, England

	Number (LSC area)	As % of all in Proskills sector in LSC area	As % of sub-sector in East Midlands Region	As % of sub-sector in England
Coatings	18	3%	31%	3.1%
Glass	18	3%	20%	1.5%
Mining and quarrying	26	4%	12%	1.7%
Paper	75	11%	30%	3.4%
Printing	449	67%	30%	2.7%
Refractories and building products	84	13%	18%	2.3%
Steam and hot water	0	0%	0%	0.0%
Total for Proskills	670	100%	26%	2.6%

Source: ABI 2004

Table 5 identifies sub regional concentrations of employment within different Proskills sub-sectors, using location quotients. Location quotients use the local share of national employment for the sub-sector or sector and compare it with the local share of national employment overall. The difference gives an indication of whether there is a higher level of employment in the sub-sector/sector than average, or a lower level. In this example, the average for all sectors is 1.0. Therefore, a figure for a sub-sector/sector below 1.0 indicates an under-representation of employment and a figure above 1.0 represents a relative concentration of employment.

The analysis indicates that in relation to Leicestershire LSC as a whole, employment in the Proskills sub-sectors of paper and refractories and building products are particularly concentrated. However, within this overall pattern, there are considerable sub-regional variations in employment. Table 5 identifies a number of relative concentrations of employment or 'hot spots' at a local authority area level.

Table 5: Sub regional concentrations of employment within Proskills sub sectors within Leicestershire

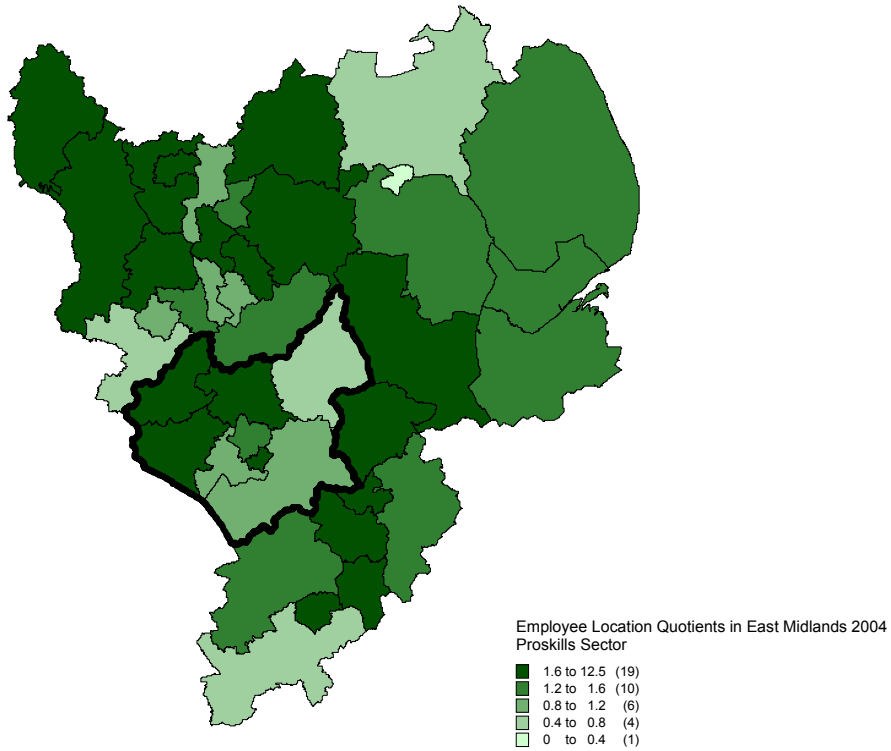
Sub-sector	Location Quotients for Proskills sub-sectors in Leicestershire ⁷	Sub regional 'hot spots'
Coatings	1.06	North West Leicestershire (4.79), Melton (2.85)
Glass	0.47	
Mining and quarrying	0.93	North West Leicestershire (2.97), Hinckley and Bosworth (2.94)
Paper	2.26	Hinckley and Bosworth (3.97), North West Leicestershire (3.70), Charnwood (3.32)
Printing	1.45	Oadby and Wigston (4.02)
Refractories and building products	2.57	North West Leicestershire (11.95), Hinckley and Bosworth (4.75)
Steam and hot water	0.00	
Total for Proskills	1.67	North West Leicestershire (3.29), Oadby and Wigston (2.50)
Total for All Sectors	1.00	

Source: ABI 2004

⁷ The share of employment in England within each sub sector or sector in Leicestershire by comparison with the share of employment in England in Leicestershire of all sectors.

MAP 3

Map 3 identifies spatial differences in location quotients for the Proskills sector for each local authority area in the East Midlands region.



Source: Annual Business Inquiry 2004

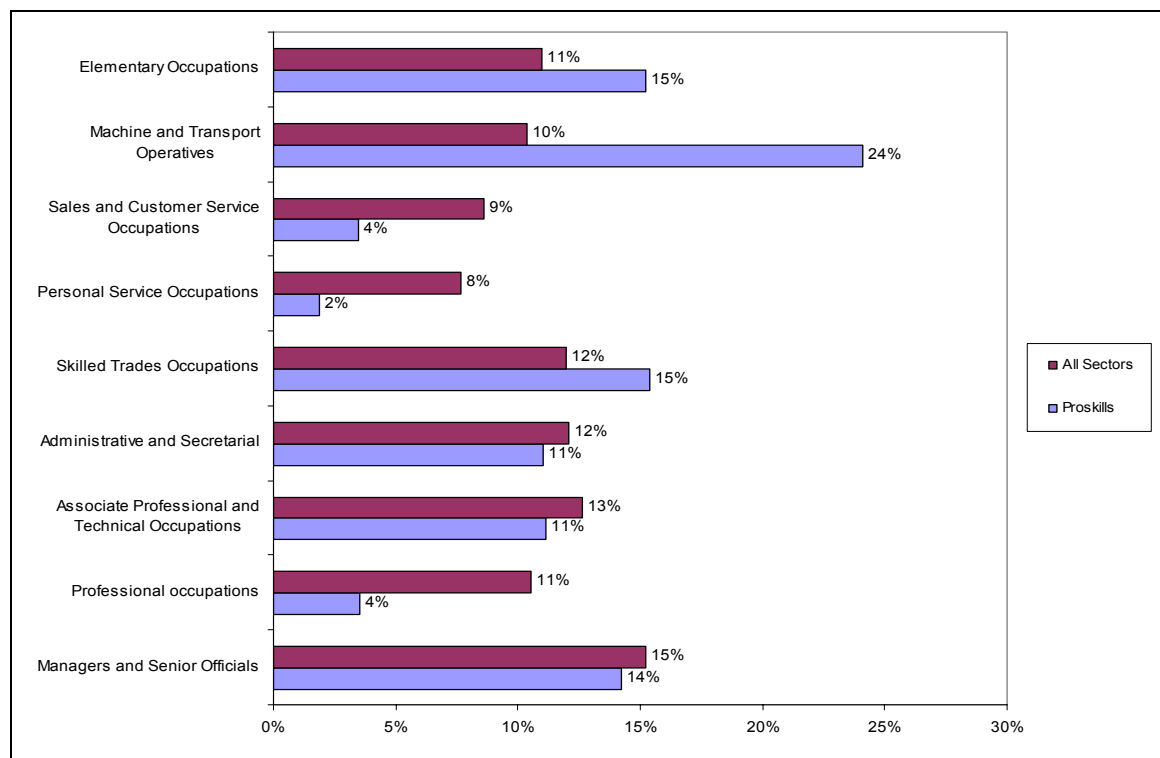
4. Workforce profile

This section examines the profile of those working within the Proskills sector in Leicestershire in relation to occupations, employment status, ethnicity, age and attainment level.

Chart 4 sets out the occupational structure and indicates that by comparison with the average for all sectors:

- A somewhat higher proportion of those employed in the Proskills sector work in elementary, machine and transport and skilled trade occupations
- A lower proportion work in sales and customer service, personal service, associate professional and technical, professional and managerial occupations

Chart 4: Occupational structure of employment within Leicestershire; Proskills and All sector average



Source: Working Futures 2

Table 6 indicates that by comparison with the average for all sectors within the Leicestershire LSC area⁸:

⁸ The employment data relating to the workforce profile in terms of part time and full time employees, self-employment and gender is drawn from Working Futures 2 and are estimates. At an individual LSC area level these figures need to be treated with caution

- Full time work is more prevalent within Proskills
- A higher proportion of males work in the sector

Table 6: Proskills workforce profile summary; Leicestershire, East Midlands, England

	Proskills			Average for all sectors in LSC area
	LSC area	Regional average	Average for England	
% part time employees ⁹	7%	8%	8%	28%
% full time employees ¹⁰	86%	85%	83%	60%
% self-employed ¹¹	7%	7%	8%	12%
% male ¹²	78%	78%	76%	54%
% female ¹³	22%	22%	24%	46%
% Non-White employees ¹⁴	8%	3%	3%	12% ¹⁵
% employed whose highest qualification is NVQ Level 4 or above ¹⁶	9%	9%	10%	18%
% employed whose highest qualification is NVQ Level 3	6%	6%	6%	8%
% employed whose highest qualification is NVQ Level 2	19%	21%	21%	21%
% employed whose highest qualification is NVQ Level 1	26%	27%	26%	21%
% employed with no qualifications	29%	28%	26%	24%
Other qualifications/Not known	10%	10%	10%	8%
% employed aged 16-17 ¹⁷	1%	1%	1%	2%
% employed aged 18-24	10%	9%	9%	12%
% employed aged 25-44	52%	52%	51%	50%
% employed aged 45+	37%	38%	39%	36%

⁹ Working Futures 2

¹⁰ Working Futures 2

¹¹ Working Futures 2

¹² Working Futures 2

¹³ Working Futures 2

¹⁴ Census 2001. All Census data utilised is workplace based

¹⁵ In relation to ethnicity, qualifications and age, the average for all sectors has been derived from the average for all SSC footprints

¹⁶ All attainment level data has been derived from Census 2001.

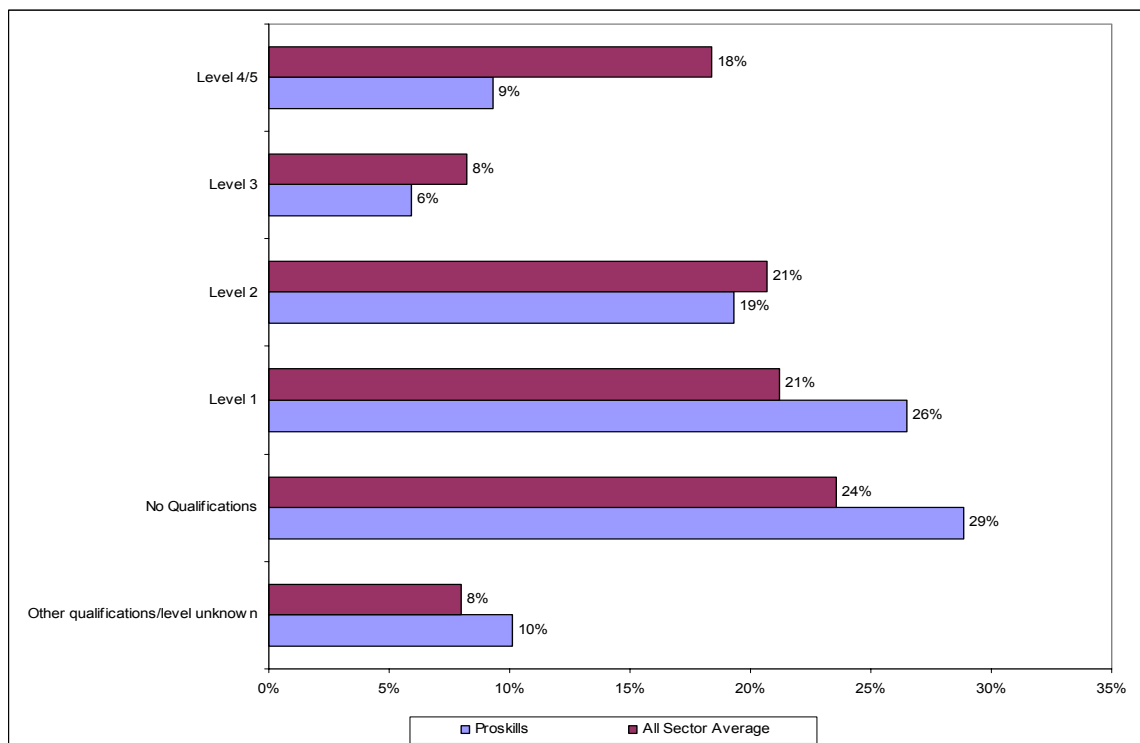
¹⁷ All age data has been derived from the Census 2001

It is estimated that 8% of all Proskills workers within Leicestershire are classified as Non-White, which compares with an England average of 3%. The average for all sectors in the Leicestershire LSC area is 12%.

Examination of the existing age profile of the workforce can help highlight a number of potential recruitment, retention and succession issues employers may need to address. Within Proskills the proportion of those aged 45 or more within Leicestershire is 37%. This compares with an average for all sectors in the LSC area of 36%.

In relation to workforce attainment levels, Table 6 and Chart 5 indicate that while it is estimated that 29% of the Proskills workforce within Leicestershire have no qualifications, the average for all sectors in the LSC area is 24%. At the other end of the spectrum, while an estimated 9% of the Proskills workforce in Leicestershire has attained an NVQ Level 4 or above qualification, the respective average for all Sector Skill Councils in Leicestershire is 18%.

Chart 5: Proportion of Leicestershire workforce by highest qualification; Proskills and All sector average



Source: Census of Population 2001

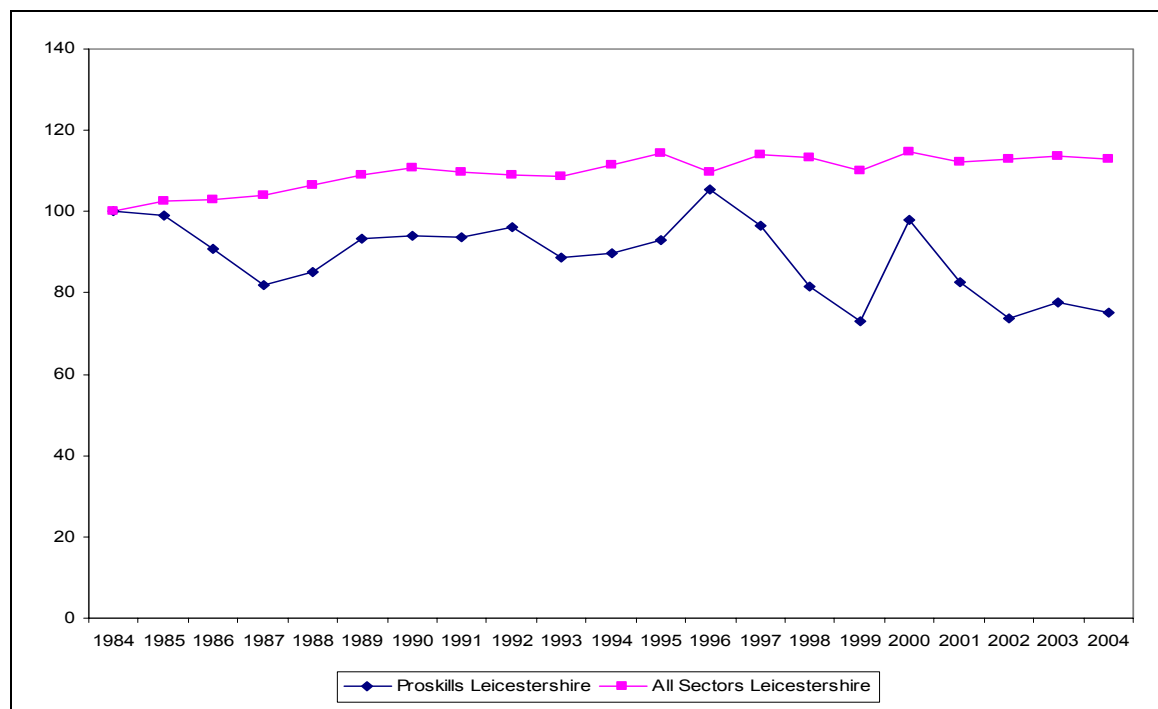
5. Historical trends

Table 7 identifies employment trends over the period 1984-2004. The analysis indicates that:

- Over the whole period 1984-2004 numbers employed within Proskills in Leicestershire changed by an estimated -2,850, or -25%. This compares with -55% for the sector in the East Midlands Region and -44% within England. The average for all sectors within Leicestershire over this period was +13%.
- Over the more recent period 1994-2004 numbers employed within Proskills in Leicestershire changed by an estimated -1,700, or -17%. This compares with -15% for the sector in the East Midlands Region and -16% within England. The average for all sectors within Leicestershire over this period was +1%.

Chart 6 outlines the year on year changes over the period 1984-2004. It shows how the growth/decline in employment in the Proskills sector compares with the growth/decline in employment across all sectors. It maps the change in employment, with the figure for both sets of data being indexed to 100 in 1984.

Chart 6: Historical employment trends in Leicestershire 1984-2004; Proskills and All sector average



Source: Working Futures 2;

Note: Both the Proskills and All sector average have been indexed to 100 in 1984

Table 7: Proskills employment trends summary 1984, 1994, 2004; Leicestershire, East Midlands, England

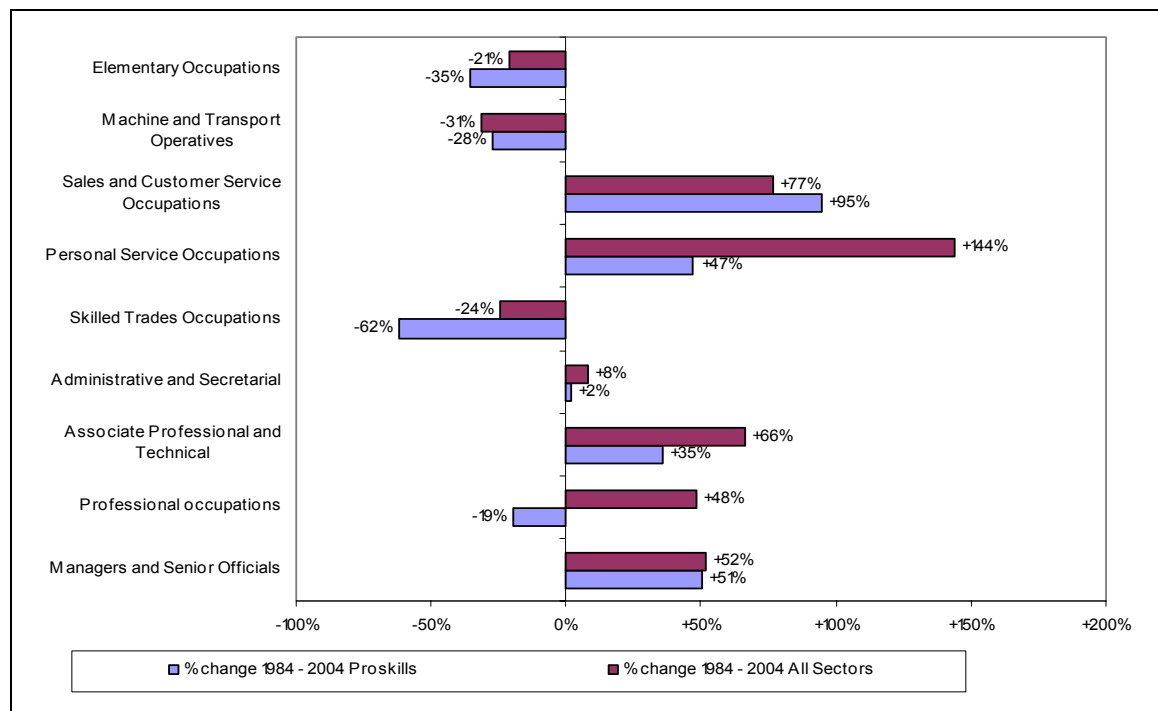
	LSC area Numbers	LSC area %	Regional average	Average for England	Average for all sectors in LSC area
Change in numbers employed 1984-1994	-1,150	-10%	-47%	-33%	+12%
Change in numbers employed 1994-2004	-1,700	-17%	-15%	-16%	+1%
Change in numbers employed 1984-2004	-2,850	-25%	-55%	-44%	+13%

Source: Working Futures 2

Note: Numbers have been rounded to the nearest 50

Chart 7 sets out changes in employment by occupation and indicates that, with the exception of sales and customer services, the rate of growth in all occupational areas within Proskills in Leicestershire has under-performed by comparison with the average rate of growth of occupations across all sectors in the LSC area.

Chart 7: % change in numbers employed by broad occupation within LSC area 1984-2004 (Proskills and All sector average)



Source: Working Futures 2

6. Forecast employment change

Table 8 and Chart 8 provide a summary of forecast employment change over the period 2004-2014.

Table 8: Proskills employment forecast summary; 2004-2014

	Proskills				Average for all sectors in LSC area (%)
	Leicestershire area (Numbers)	Leicestershire area (%)	Regional average (%)	Average for England (%)	
Change in total numbers employed	-400	-5%	-8%	-12%	+2%
Expected change part time employees	-400	-74%	-55%	-46%	+9%
Change full time employees	-100	-1%	-6%	-11%	+1%
Change in numbers self employed	100	+20%	+18%	+15%	-8%
Change in numbers of males	100	+2%	-2%	-5%	+1%
Change in numbers of females	-500	-28%	-28%	-30%	+3%
Net requirement (Total numbers)	2,000	N/A	N/A	N/A	169,000
Replacement demand (Total numbers)	3,000	N/A	N/A	N/A	161,000

Source: Working Futures 2

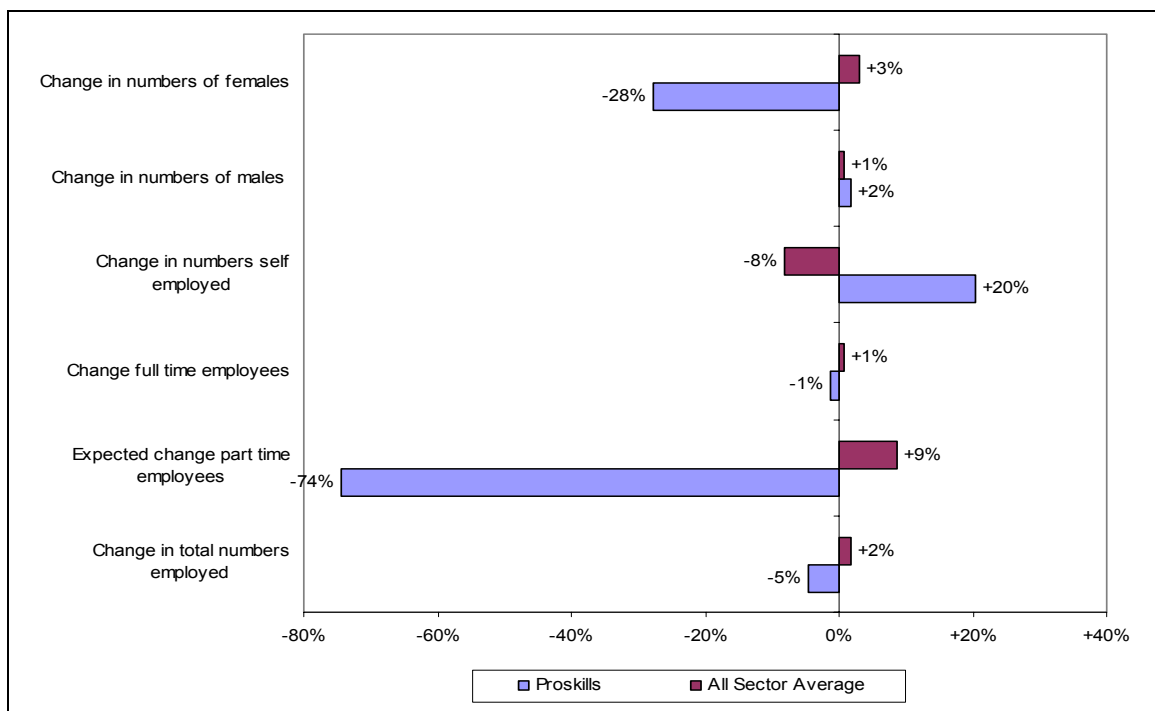
Note: Numbers have been rounded to the nearest 50, except replacement demand and net requirement figures which have been rounded to the nearest 1000

The analysis set out in Table 8 indicates that over the period 2004-2014 it is estimated that:

- overall employment within the Proskills sector will decrease by about -400, implying an estimated change of -5% over this period. This compares with an estimated -8% in relation to the sector regionally and -12% within England. The respective figure for all sectors in the LSC area is +2%.
- part time employment within the Proskills sector will decrease by about -400, implying an estimated change of -74% over this period. This compares with an estimated -55% change in relation to the sector regionally and -46% within England. The respective figure for all sectors in the LSC area is +9%.

- full time employment within the Proskills sector will decrease by about 100, implying an estimated change of -1% over this period. This compares with an estimated -6% in relation to the sector regionally and -11% within England. The respective figure for all sectors in the LSC area is +1%.
- self-employment within the Proskills sector will increase by about 100, implying an estimated change of +20% over this period. This compares with an estimated +18% in relation to the sector regionally and +15% within England. The respective figure for all sectors in the LSC area is -8%.
- male employment within the Proskills sector will increase by about 100, implying an estimated change of +2% over this period. This compares with an estimated -2% in relation to the sector regionally and -5% within England. The respective figure for all sectors in the LSC area is +1%.
- female employment within the Proskills sector will decrease by about -500, implying an estimated change of -28% over this period. This compares with an estimated -28% in relation to the sector regionally and -30% within England. The respective figure for all sectors in the LSC area is +3%.

Chart 8: Forecast change in numbers employed by nature of work and gender; 2004-2014; Proskills and All sector average

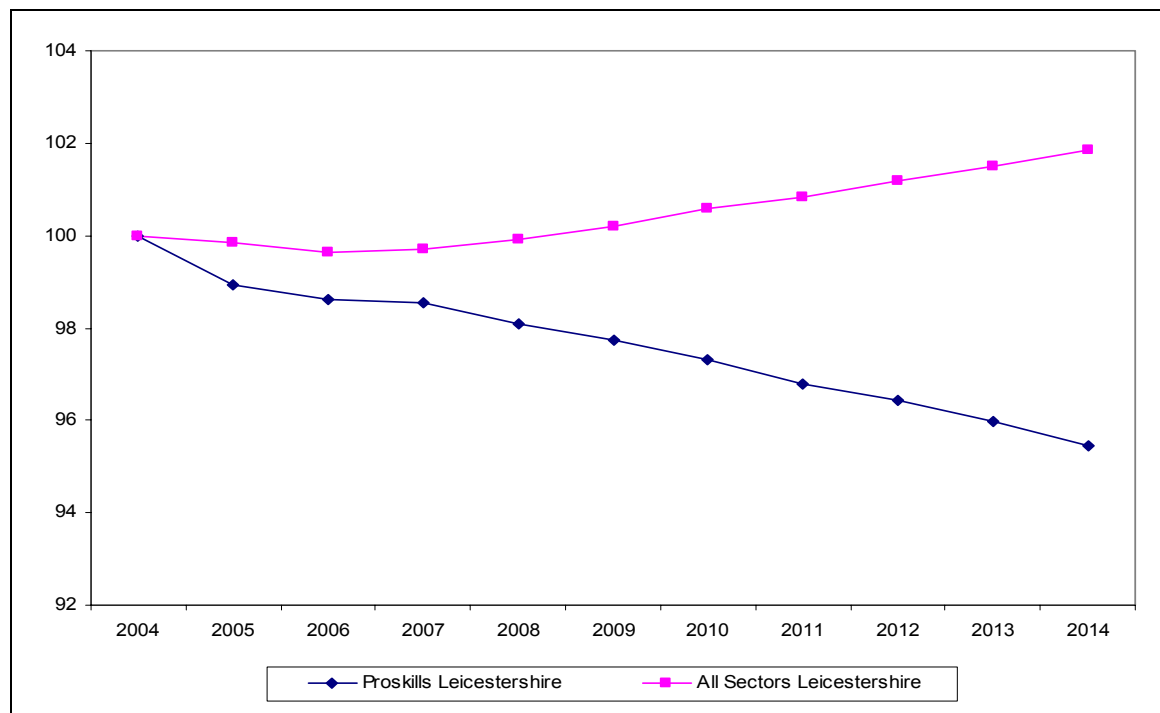


Source: Working Futures 2

The forecasts set out in Table 8 and Chart 8 indicate that set against the small net decline in numbers employed within Proskills in Leicestershire over the period 2004-2014 there are likely to be an additional 3,000 workers required as a result of replacement demand, as people retire, move into other jobs in the sector or leave the sector altogether. This implies a net requirement for workers over the whole period 2004-2014 of about 2,000 workers, or an average annual net requirement of about 200 workers¹⁸. This accounts for about 1.2% of the total estimated annual net requirement for all sectors in Leicestershire.

Chart 9 outlines year on year forecast changes within the Leicestershire Proskills sector for the period 2004-2014 and compares these trends with the all sector average, forecast by indexing both sets of data to 100 in 2004. The chart indicates that the Leicestershire Proskills sector is likely to under-perform the all sector average over this period.

Chart 9: Indexed forecast employment change 2004-2014; Proskills and All sector average



Source: Working Futures 2;

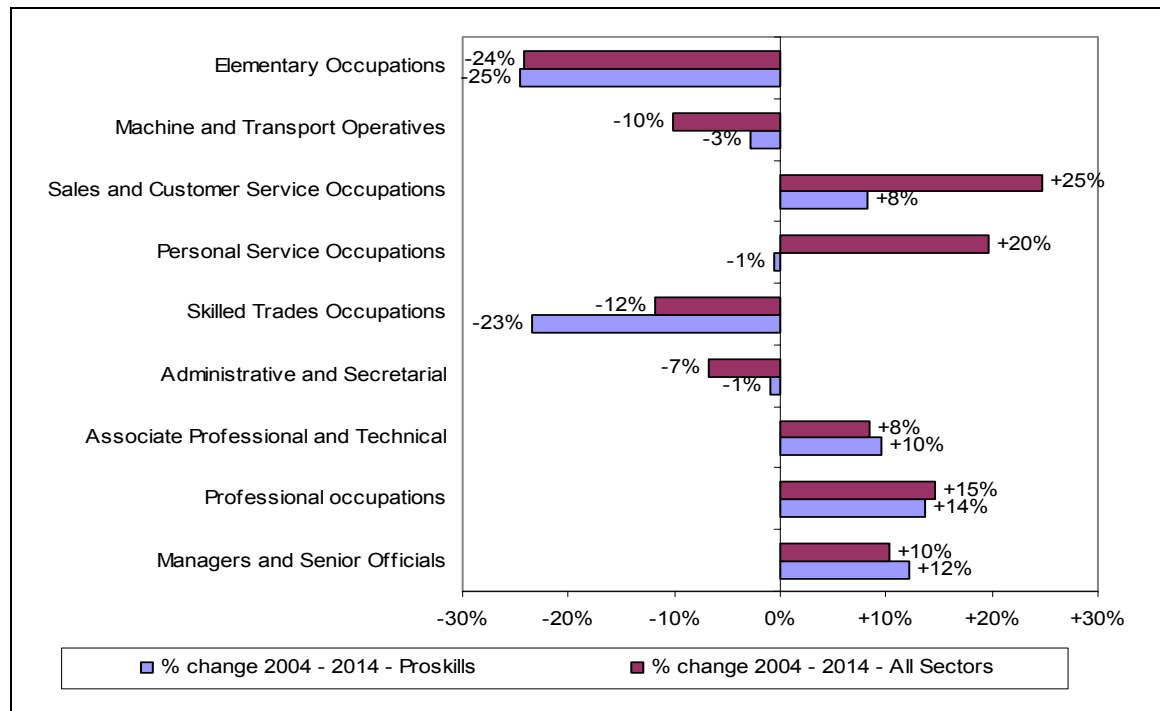
Note: Both the Proskills and all sector average have been indexed to 100 in 2004

¹⁸ The actual annual net requirement will of course vary from year to year

Chart 10 identifies forecast change by occupational area over the period 2004-2014 and compares expected trends within the Proskills sector with the all sector average within Leicestershire.

The expected outlook by occupation is quite mixed, with sales and customer service, associate professional, professional and managerial occupations projected to experience net employment growth. By contrast, large net losses are expected in relation to elementary and skilled trade occupations.

Chart 10: Forecast change 2004-2014 by main occupational categories within LSC area; (Proskills and All sector average for LSC area)



Source: Working Futures 2

7. Drivers of change and key skill issues

At the present time very little information is available from a number of Sector Skills Councils (SSCs) in relation to drivers of change and key skill needs. This is mainly because a number of SSCs, including Proskills are relatively new and research in relation to skills has not yet been completed. Discussions have been held with Proskills and no other authoritative and published sources of information have been identified for the sector in relation to drivers of change and skill needs within the sector.

However, research activities are currently underway and it is likely that Proskills will have completed Stage 1 of the Sector Skills Agreement process by the end of 2006. Stage 1 involves the production of a sophisticated assessment of the Proskills sector in order to determine short-term, medium-term and long-term skills needs and to map out the factors for change in the sector.

Information on the Skills Needs Assessment undertaken by Proskills will be available from the following website:

www.proskills.co.uk

8. Human resource indicators

Table 9 is based on the results of the National Employer Skills Survey (NESS) 2005. In order to ensure the data utilised is reasonably robust, all analysis is restricted to a regional or national level.

Table 9: Proskills Human Resource indicators summary

	East Midlands Proskills average	England Proskills average	Average for All sectors in East Midlands
% employers reporting skill gaps	11%	15%	16%
Skill shortage vacancies (SSVs) as a % of all vacancies	17%	26%	20%
% employers reporting hard to fill vacancies	4%	6%	5%
Hard to fill vacancies as a % of all vacancies	22%	34%	29%
% employers undertaking training over the previous 12 months	58%	57%	66%
% employees undertaking training over the previous 12 months	45%	46%	84%
% establishments with a business plan	53%	50%	55%
% establishments with a training plan	40%	33%	47%
% establishments with a training budget	28%	23%	34%
% of establishments that formally assess whether individual employees have gaps in their skills	55%	47%	56%
% of establishments formally assess the performance of employees who have received training and development	37%	57%	46%
Employer engagement score ¹⁹	42.4	42.1	47.6

Source: National Employer Skills Survey 2005

Note: The sample size for data from NESS at a detailed sector level is likely to be too small at an LSC level. All data has been weighted

¹⁹ This has been compiled by summing the % of establishments with a business plan, establishments with a training plan, establishments with a training budget, establishments that formally assess whether individual employees have gaps in their skills and establishments that formally assess the performance of employees who have received training and development divided by 5

Table 9 compares the Proskills sector within the East Midlands with the respective figures for England and also the average for all sectors within the East Midlands region. The analysis indicates that in relation to:

- the proportion of employers reporting skill gaps, the figure for Proskills within the East Midlands region of 11% compares with a figure for Proskills in England of 15% and an average for all sectors in the East Midlands region of 16%
- the proportion of employers reporting hard to fill vacancies, the figure for Proskills within the East Midlands region of 4% compares with a figure for Proskills in England of 6% and an average for all sectors in the East Midlands region of 5%
- reported skill shortage vacancies as a proportion of all vacancies, the figure for Proskills within the East Midlands region of 17% compares with a figure for Proskills in England of 26% and an average for all sectors in the East Midlands region of 20%
- hard to fill vacancies as a proportion of all vacancies, the figure for Proskills within the East Midlands region is 22% compared with a figure for Proskills in England of 34% and an average for all sectors in the East Midlands region of 29%
- the proportion of employers undertaking training over the previous 12 months, the figure for Proskills within the East Midlands region of 58% compares with a figure for Proskills in England of 57% and an average for all sectors in the East Midlands region of 66%
- the proportion of employees undertaking training over the previous 12 months, the figure for Proskills within the East Midlands region of 45% compares with a figure for Proskills in England of 46% and an average for all sectors in the East Midlands region of 84%

A number of indicators of levels of employer engagement have been utilised as part of the analysis. A composite employer engagement score based on five different indicators has been derived, these being the % of establishments with a business plan, establishments with a training plan, establishments with a training budget, establishments that formally assess whether individual employees have gaps in their skills and establishments that formally assess the performance of employees who have received training and development.

The composite employer engagement score provides an indication of the overall commitment of employers to these human resource planning and management techniques. The analysis indicates that the East Midlands Proskills sector has an overall score of 42.4, compared with 42.1 for Proskills in England and an All Sector regional average of 47.6.

9. Business and employment matrix

Table 10 sets out a series of business and employment indicators for Proskills in Leicestershire. Each of these indicators has also been set in the context of a ranking of all 25 Sector Skills Councils in Leicestershire, which provides an SSC ranking (1-25) for Proskills in relation to each indicator.

Table 10: Business and employment matrix

Indicator	Proskills	SSC Ranking
Number of businesses 2004	670	15
Numbers employed 2004	8,550 ²⁰	17
% change in numbers employed 1984-2004	-25%	23
Absolute change in numbers employed 1984-2004	-2,850	22
Expected % change in numbers employed 2004-2014	-5%	17
Expected absolute change in numbers employed 2004-2014	-400	17
Expected absolute replacement demand 2004-2014	+3,000	15
Skill Shortage Vacancies as a % of all vacancies 2005	17%	16
% of employers reporting skill gaps 2005	11%	21
% workforce with no qualifications	29%	7
% employed whose highest qualification is NVQ Level 1	26%	2
% employed whose highest qualification is NVQ Level 2	19%	16
% employed whose highest qualification is NVQ Level 3	6%	18
% employed whose highest qualification is NVQ Level 4 or higher	9%	18
% non-white employees 2001	8%	14
% employees aged 45+	37%	10
An occupational employment change score ²¹	0.12	23

Note: For ranking purposes, % figures have been rounded to the nearest decimal place. Some SSC's are therefore equally ranked for some indicators. Qualifications, age and ethnicity indicators are ranked 1-24, as no data is available for Summit Skills

²⁰ This figure is derived from Working Futures 2 and is an estimate that includes employees and those working on a self employed basis. The figure therefore differs from data derived from the Annual Business Inquiry – It is rounded to the nearest 50

²¹ This occupational employment change score has been developed in order to provide an indication of the extent of occupational restructuring expected to occur in the future within different sectors. The score is derived from Working Futures 2 data and is calculated by summing each element of expected occupational change (using broad occupational groupings) over the period 2004-2014 and expressing this as a ratio in relation to total numbers employed in 2004 in all occupations within Proskills. The direction of change in occupational employment, whether negative or positive is treated as positive when calculating this ratio. The score provides an indication of the extent of expected occupational restructuring, with the highest scores pointing to a greater level of expected occupational restructuring.

Activities covered by the Proskills Sector footprint

SSC industry	Sub sectors	SIC sub sector definitions
Proskills [10, 12-14, 21, 22.2, 24.3, 26.1, 26.26, 26.4-26.8, 40.3]	Refractories and building products	26.26, 26.4, 26.51, 26.52, 26.53, 26.61, 26.62, 26.63, 26.64, 26.65, 26.66, 26.7, 26.81, 26.82
	Coatings	24.3
	Mining and quarrying	10.1, 10.2, 10.3, 12, 13.1, 13.2, 14.11, 14.12, 14.13, 14.21, 14.22, 14.3, 14.4, 14.5,
	Glass	26.11, 26.12, 26.13, 26.14, 26.15
	Printing	22.21, 22.22, 22.23, 22.24, 22.25
	Steam and hot water	40.3
	Paper	2111, 2112, 2121, 2122, 2123, 21.24, 2125,
	Refractories and building products	26.26, 26.4, 26.51, 26.52, 26.53, 26.61, 26.62, 26.63, 26.64, 26.65, 26.66, 26.7, 26.81, 26.82

Appendix Two

