

REGION	AVERAGE MONTHLY CONSUMPTION	PER POUND DELIVERED COST		FREIGHT TERMS	METHOD MATERIAL PURCHASED
VM-242 (F-422) Modified Phenolic _ Pounds					
Cleveland	4,000#	.205	.205	Del	T/L
Reading	1,500	.19	.204	Del	C/T/L
New Orleans	3,700	.17	.1798	Del	T/L
St. Louis	-				
Atlanta	-				
Nubian	1,500	.19	.2045	Del	C/T/L
A & E	-				
San Francisco	1,400	.245	.245	Del	LTL
Carrollton	-				
Toronto	1,500	.241	.245	Del	LTL
Montreal	-				

VM-432 - Lead Naphthenate					
Cleveland	33,000#	.19	.19	Del	T/L
Reading	2,500	.19	.19	Del	C/T/L
New Orleans	900	.198	.198	Del	LTL
St. Louis	300	.2125	.19	Del	LTL
Atlanta	2,100	.19	.199	Del	LTL
Nubian	700	.21	.1913	Del	T/L
A & E	1,500	.213	.213	Del	LTL
San Francisco	2,900	.205	.205	Del	LTL
Carrollton	1,000	.19	.19	Del	T/L
Toronto	6,000	.224	.204	Del	LTL
Montreal	1,200	.202	.202	Del	LTL

VM-460 (F-7314) Vinylite VYHH4					
Cleveland	2,000#	.335	.335	Del	LTL
Reading	30,200	.30	.30	Del	C/T/L
New Orleans	1,600	.32	.30	Del	LTL
St. Louis	1,500	.32	.32	Del	LTL
Atlanta	3,100	.30	.30	Del	C/T/L
Nubian	23,000	.30	.30	Del	C/T/L
A & E	-				
San Francisco	20,400	.30	.30	Del	C/T/L
Carrollton	-	.32	.32	Del	LTL
Toronto	11,300	.313	.315	Del	LTL
Montreal	-				

VM-463 (F-7335) Vinylite VMCH					
Cleveland	800#	.425	.425	Del	LTL
Reading	5,800	.39	.39	Del	C/T/L
New Orleans	300	.41	.39	Del	LTL
St. Louis	450	.41	.41	Del	LTL
Atlanta	1,200	.39	.39	Del	C/T/L
Nubian	5,700	.39	.39	Del	C/T/L
A & E	-				
San Francisco	4,800	.39	.39	Del	C/T/L
Carrollton	400	.41	.41	Del	LTL
Toronto	825	.407	.41	Del	LTL

GLD34605

ANALYSIS OF RAW MATERIAL COSTS
THE GLIDDEN COMPANY - C & R GROUP

Glidden Form 7362 Printed in U.S.A. 4/66

PAGE	17
PRICES REPORTED AS OF	10/1/66

REGION	AVERAGE MONTHLY CONSUMPTION	PER POUND DELIVERED COST		FREIGHT TERMS	METHOD MATERIAL PURCHASED
W-33 (W-533) Lead Free Zinc Oxide					
		7/1/66	10/1/66		
Cleveland	6,000	.146	.146	Del	T/L
Reading	35,500	.143	.143	Del	T/L
New Orleans	7,200	.146	.146	Del	C/L
St. Louis	14,400	.146	.146	Del	T/L
Atlanta	24,800	.142	.142	FOB	C/L
Nubian	500	.149	.149	FOB	LTL
A & E	17,700	.146	.146	FOB	T/L
San Francisco	13,000	.16	.165	Del	LTL
Carrollton	12,000	.146	.146	Del	T/L
Toronto	6,700	.149	.15	Del	T/L
Montreal	2,500	.149	.149	Del	LTL
W-35 (W-452) Leaded Zinc Oxide					
Cleveland	5,600	.124	.125	Del	T/L
Reading	9,100	.124	.124	Del	T/L
New Orleans		.166	.166	Del	LTL
St. Louis	4,200	.1375	.129	Del	T/L
Atlanta	-				
Nubian	-				
A & E	6,700	.124	.124	Del	C/T/L
San Francisco	800	.138	.138	Del	LTL
Carrollton	-				
Toronto	-				
Montreal	-				
W-63 (N-142) Calcite					
Cleveland	11,500	.01	.01	FOB	C/L
Reading	57,000	.008	.008	FOB	T/L
New Orleans	10,178	.008	.008	FOB	C/L
St. Louis	8,700	.01	.009	FOB	C/L
Atlanta	46,805	.01	.007	FOB	T/L
Nubian	23,000	.013	.013	FOB	LTL
A & E	34,100	.01	.01	FOB	C/L
San Francisco	8,800	.021	.021	Del	C/L
Carrollton	20,000	.011	.011	FOB	C/L
Toronto	41,200	.011	.011	FOB	C/L
Montreal	8,000	.01	.01	FOB	T/L
W-121 (N-223) Whiting					
Cleveland	51,000	.014	.014	FOB	C/L
Reading	47,600	.013	.013	FOB	T/L
New Orleans	20,611	.013	.013	FOB	C/L
St. Louis	12,800	.015	.014	FOB	C/L
Atlanta	38,536	.015	.012	FOB	T/L
Nubian	-				
A & E	43,500	.015	.015	FOB	C/L
San Francisco	-				
Carrollton	35,000	.018	.018	FOB	C/L
Toronto	13,900	.018	.015	FOB	T/L
Montreal	8,000	.014	.014	FOB	T/L

GLD34606

GLD34606