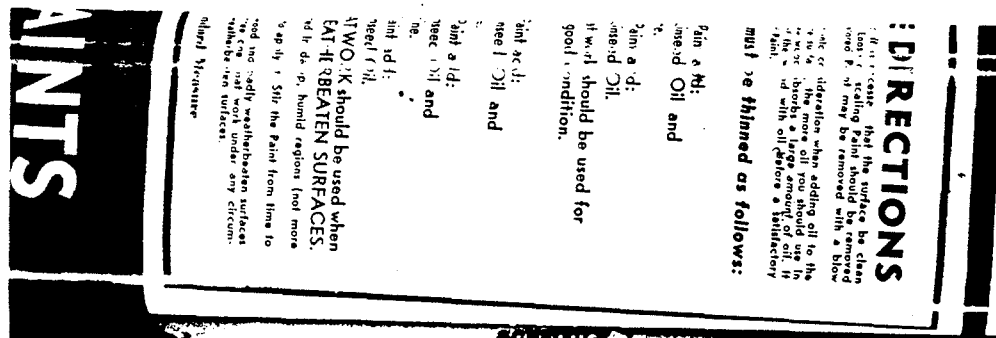




POST AND SHIPPING PAID AS OF MARCH 31, 1942

TRADE NAME: Peb-O-Mix
 CATEGORY: Exterior House Paint
 COLOR: White
 NUMBER: 348
 QUALITY:

	POUNDS	YIELD IN GALLONS	UNIT COST*	TOTAL COST
PIGMENT: 68.6%				
Lithopone	1100	30.70	.0425 Per Lb.	\$46.75
5% Lead Zinc Oxide	300	6.30	.07375 Per Lb.	22.13
Calcium Carbonate	2200	97.00	.00875 Per Lb.	19.25
Magnesium Silicate	700	29.40	.011 Per Lb.	7.70
VEHICLE: 31.4%				
Linseed Oil, Non Stain	385	50.	.78 Per Gal.	39.00
Linseed Oil, Heat Bodied	395	50.	.898 Per Gal.	44.90
Linseed Mixing Varnish	91.50	12.50	.56 Per Gal.	7.00
Mineral Spirits	520	81.25	.08 Per Gal.	6.50
Kerosene	467	70.00	.06 Per Gal.	4.20
Solution	75	9.50	.03 Per Gal.	.29
Drier	30	3.00	1.5225 Per Gal.	4.57
Calculated Yield	6263.50	439.65		202.29
Manufacturing Loss - 2%		10.95		
Actual Yield		428.70		

* The above unit costs are figured as of Jan. 1, 1942, which is the last time our formulas were costed and are based on inventory and contract costs as of that date. Replacement costs as of March 31, 1942, would show considerable increase in above unit costs and cost per gallon as shown below.

COST ANALYSIS:

Material Cost Per Gallon.....	.47
Direct Labor Cost Per Gallon (We have no allocated cost records)...	
Factory Overhead Per Gallon (we have no allocated cost records)....	
Bulk Cost Per Gallon (We have no allocated cost records).....	
Complete Package Cost Per Gal. (Does not include filling expense)..	.12
Factory Cost in Package, Per Gallon (We can only show raw material, can, carton and label cost).....	.59
(No labor or overhead included.)	

PRICES

(A) To a company owned or controlled outlet.....	.78
(B) To an independent wholesaler.....	Not Sold
(C) To a company owned or controlled outlet to retail customer.....	Not Sold
(D) To an independent retailer (dealer).....	1.47
(E) To others (specify).....	Not Sold

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