

SCHEDULE III

STATEMENT OF SALES AND COST OF GOODS MANUFACTURED AND SOLD

NAME OF COMPANY: John Lucas & Company, Inc. ADDRESS: 322 Race St., Philadelphia, Pa.
 NAME OF PLANT: Gibbsboro ADDRESS: Gibbsboro, New Jersey
 DATE FISCAL YEAR CLOSURE: August 31st

ITEM	1939	1940	1941	1ST QTR. 1942
SECTION A - PAINT AND PAINT PRODUCTS ONLY:				
1. MATERIALS CONSUMED	994,135	1,229,415	1,999,782	
2. LABOR	25,980	32,377	34,067	
MANUFACTURING EXPENSE:				
3. POWER	23,205	32,834	36,077	
4. FUEL	1,276	1,848	3,134	
5. MAINTENANCE AND REPAIR OF MACHINERY	4,662	6,318	7,051	
6. SUPERINTENDENCE	32,592	37,887	45,420	
7. MAINTENANCE OF BUILDINGS	1,411	3,924	2,152	
8. LABORATORY RESEARCH	17,125	18,499	17,502	
9. TAXES	6,953	6,680	7,759	
10. INSURANCE	10,457	6,458	8,505	
11. PAYROLL TAXES	7,425	8,461	10,620	
12. DEPRECIATION	10,014	10,379	10,808	
13. RENT	---	---	---	
14. COST OF ROYALTIES	777	2,144	5,029	
15. GENERAL FACTORY EXPENSE	27,255	31,046	39,529	
16. TOTAL MANUFACTURING EXPENSE	149,124	164,538	192,038	
16a. Factory Administration	6,000	6,000	6,000	
17. BULK COST (TOTAL OF LINES 1, 2, and 16)a 16a	1,175,259	1,432,351	2,231,887	
PACKAGE AND PACKAGING COST:				
18. CONTAINERS	170,006	183,089	268,214	
19. TABLES (100. in #18)	---	---	---	
20. PACKING CASES	19,901	21,157	32,510	
21. LABOR	43,782	51,014	71,840	
22. OTHER PACKAGING EXPENSE	18,340	20,927	28,691	
23. TOTAL PACKAGE AND PACKAGING COST (TOTAL OF LINES 18 TO 22)	252,029	276,187	401,555	
24. FACTORY FILLED COST (TOTAL OF LINES 17 TO 23)	1,427,288	1,708,538	2,633,442	
25. NET CHANGE IN INVENTORY OF WORK IN PROCESS	---	---	---	
26. COST OF PRODUCTION (LINE 24 ADJUSTED BY LINE 25)	1,427,288	1,708,538	2,633,442	
27. NET CHANGE IN INVENTORY OF FINISHED GOODS	445,973	-44,193	-758,878	
28. COST OF PAINT AND PAINT PRODUCTS SOLD (LINE 26 ADJUSTED BY LINE 27)	1,341,223	1,508,809	1,894,564	
29. NET SALES OF PAINT AND PAINT PRODUCTS	2,016,249	2,287,105	2,827,810	
30. GROSS MARGIN ON SALES OF PAINT AND PAINT PRODUCTS (LINE 29 MINUS LINE 28)	675,026	778,896	933,246	
31. TOTAL GALLONS OF PAINT AND PAINT PRODUCTS PRODUCED	252,745	548,170	937,840	
31. TOTAL GALLONS OF PAINT AND PAINT PRODUCTS PRODUCED	643,383	2,031,934	2,903,889	
32. TOTAL GALLONS OF PAINT AND PAINT PRODUCTS SOLD	---	NOT KNOWN	---	
33. POTENTIAL MILL HOURS CAPACITY	---	---	---	
34. ACTUAL MILL HOURS WORKED	2,090	2,124	2,233	
SECTION B - ALL OTHER PRODUCTS THAN PAINT:				
35. COST OF GOODS SOLD OTHER THAN PAINT	29,299	41,684	41,824	
36. TOTAL COST OF GOODS SOLD (LINE 28 PLUS LINE 35)	1,370,522	1,549,893	1,935,788	
37. CURRENT WORKING SCHEDULE:				
One	SHIFTS OF	Eight	HOURS	

* 27. Net Change in Fin. Goods Inventory 445,009 478,056 -224,834
 27a. Adjustment to Obtain Cost of Goods Sold -20,036 -122,249 -534,224
 Line 27 Above - Represents Adjustment for
 Affiliated Company Transfers and
 Purchases of Outside Manufactured
 Merchandise. 445,973 -44,193 -758,878

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