

| BRAND<br>NAME              | INGREDIENTS           | FORMULA IN LBS   |                 | YIELD IN GALS    |                 | UNIT COST PER<br>POUND OR GAL |                 | TOTAL COST OF<br>INGREDIENTS |                 |
|----------------------------|-----------------------|------------------|-----------------|------------------|-----------------|-------------------------------|-----------------|------------------------------|-----------------|
|                            |                       | Before<br>Change | After<br>Change | Before<br>Change | After<br>Change | Before<br>Change              | After<br>Change | Before<br>Change             | After<br>Change |
| SUPER OUTSIDE<br>WHITE     | Ti-Si1                | 255              | 255             | 9.8              | 9.8             | .0575                         | .0575           | 15.30                        | 15.30           |
|                            | 35% Leaded Zinc       | 357              | 357             | 7.3              | 7.3             | .07                           | .07             | 24.99                        | 24.99           |
|                            | White Lead Carbonate  | 179              | 179             | 3.2              | 3.2             | .0825                         | .0825           | 13.77                        | 13.77           |
|                            | Refined L O           | 418.5            | 209.25          | 54               | 27              | .161                          | .161            | 67.38                        | 33.69           |
|                            | Bodied L O Z-6        | ---              | 83.7            | ---              | 9.3             | ---                           | .171            | ---                          | 14.33           |
|                            | Mineral Spirits       | ---              | 125.6           | ---              | 19.3            | ---                           | .017            | ---                          | 2.13            |
|                            | Liquid Driers         | 41.25            | 41.25           | 5.5              | 5.5             | .0677                         | .0677           | 2.89                         | 2.89            |
|                            | Calculated Yield      | 1250.76          | 1250.8          | 79.8             | 80.4            | ---                           | ---             | ---                          | ---             |
|                            | Material Cost Per Gal | ---              | ---             | ---              | ---             | ---                           | ---             | 1.56                         | 1.34            |
|                            | L O Content per Gal   | ---              | ---             | ---              | ---             | ---                           | ---             | ---                          | 3.73            |
| CHILTON OUT*<br>SIDE WHITE | Zinc Oxide            | 400              | 400             | 8.5              | 8.5             | .0725                         | .0725           | 29.00                        | 29.00           |
|                            | White Lead Carbonate  | 410              | 410             | 7.3              | 7.3             | .0825                         | .0825           | 33.83                        | 33.83           |
|                            | Asbestine             | 150              | 150             | 6.5              | 6.5             | .01                           | .01             | 1.50                         | 1.50            |
|                            | Refined L O           | 589              | 299.5           | 76.0             | 38.3            | .161                          | .161            | 94.87                        | 48.22           |
|                            | Bodied L O Z-6        | ---              | 150.25          | ---              | 11.73           | ---                           | .171            | ---                          | 15.98           |
|                            | Mineral Spirits       | ---              | 93.2            | ---              | 23.1            | ---                           | .017            | ---                          | 2.54            |
|                            | Liquid Driers         | 52.5             | 75.0            | 7.0              | 10.0            | .0677                         | .0677           | 3.68                         | 7.50            |
|                            | Calculated Yield      | 1601.5           | 1578.5          | 105.3            | 105.4           | ---                           | ---             | ---                          | ---             |
|                            | Material Cost Per Gal | ---              | ---             | ---              | ---             | ---                           | ---             | 1.65                         | 1.32            |
|                            | L O Content per Gal   | ---              | ---             | ---              | ---             | ---                           | ---             | ---                          | 3.74            |