

BRIGGS-MARONEY COMPANY, INC.

TRADE NAME: "Bri-Mar Putty"  
 CATEGORY: Pure Linseed Oil Putty  
 COLOR: White  
 NUMBER: 7  
 QUALITY: First

|                           | Lb.      | Yield In Gallons | Unit Cost   | Total Cost |
|---------------------------|----------|------------------|-------------|------------|
| PIGMENT: 84.7%            |          |                  |             |            |
| Whiting                   | 525      | 23.26            | \$1.25 cwt. | \$6.56     |
| Limestone                 | 100      | 4.43             | .50 "       | .50        |
| VEHICLE: 15.3%            |          |                  |             |            |
| Raw Linseed Oil           |          | 14½              | .79 gal.    | 11.46      |
| CALCULATED YIELD          | 737 lbs. |                  |             | 18.52      |
| MANUFACTURING LOSS 2-1/2% | 18       |                  |             |            |
| ACTUAL YIELD              | 719      |                  |             |            |

COST ANALYSIS:

|                                                                         |        |
|-------------------------------------------------------------------------|--------|
| Material Cost Per Hundred (Total Cost Divided By Actual Yield).....     | 2.58   |
| Direct Labor Cost Per Hundred .....                                     | .25    |
| Factory Overhead Per Hundred .....                                      |        |
| Bulk Cost Per Hundred .....                                             | 2.83   |
| Complete Package Cost Per Hundred (Container Plus Filling Expense)..... | .55    |
| Factory Cost In Package Per Hundred .....                               | \$3.38 |

Unit cost per gallon includes handling charges as set up by the National Paint, Varnish & Lacquer Association, Inc. of 0125 per gallon on Liquids and 0016 per pound on Dry Material.

Prices

Show the highest net unit price which was charged or which would have been charged in March 1942, to each of the following types of buyers or transferees:

|                                                              |             |
|--------------------------------------------------------------|-------------|
| (A) To a Company owned or controlled outlet                  | none        |
| (B) To an independent Wholesaler                             | \$4.86 cwt. |
| (C) By Company owned or controlled outlet to retail customer | none        |
| (D) To an independent retailer (Dealer)                      | \$6.26 cwt. |
| (E) To other (specify)                                       |             |