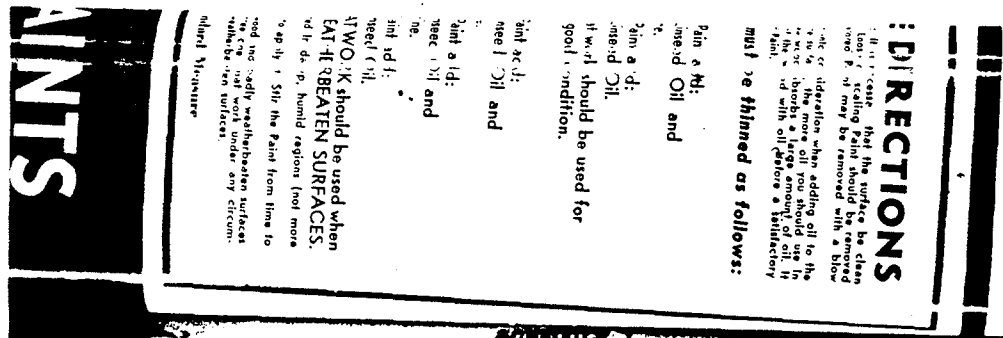




LIST OF MATERIALS USED AS OF MARCH 31, 1942

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% Leaded 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 |

N 4994