

- 18 -

SOUTH SAN FRANCISCO, CALIF., PLANT

Trade Name: "Dulux" Super White Enamel  
 Category: Interior Trim Enamel  
 Color: White  
 Number: 58-5223  
 Quality: First

|                           | Pounds   | Yield in Gallons | Unit Cost | Total Cost |
|---------------------------|----------|------------------|-----------|------------|
| <u>Pigment 32%</u>        |          |                  |           |            |
| Titanium Dioxide          | 311.17   | 9.63             | .1420     | \$ 44.19   |
| Zinc Oxide                | 16.59    | .34              | .0739     | 1.23       |
| <u>Vehicle 68%</u>        |          |                  |           |            |
| Alkyd Varnish Vehicle     | 608.18   | 75.67            | .1100     | 66.91      |
| <u>Drier</u>              |          |                  |           |            |
| Lead Naphthenate          | 6.20     | .71              | .1039     | .64        |
| Cocalt Naphthenate        | 5.20     | .74              | .1036     | .54        |
| Mineral Spirits           | 42.70    | 6.58             | .0133     | .57        |
| Pine Oil                  | 4.20     | .54              | .5546     | 2.33       |
| Heavy Petroleum Naphtha   | 45.76    | 6.29             | .0195     | .89        |
| Calculated Yield          | 1 040.00 | 100.60           |           | \$117.30   |
| Manufacturing Loss - (2%) |          | <u>2.00</u>      |           |            |
| Actual Yield              |          | 98.60            |           |            |

Cost Analysis:

|                                                                            |              |
|----------------------------------------------------------------------------|--------------|
| Material Cost per gallon or pound (Total cost divided by actual yield)     | \$ 1.1897    |
| Direct Labor Cost per gallon or pound                                      | .0364        |
| Factory Overhead per gallon or pound                                       | <u>.1492</u> |
| Bulk Cost per gallon or pound                                              | \$ 1.3753    |
| Complete Package Cost per gallon or pound (Container plus filling expense) | <u>.2989</u> |
| Factory Cost in Package per gallon or pound                                | \$ 1.6742    |

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