

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	54,067	
MANUFACTURING EXPENSE:				
3. POWER	22,205	32,831	34,027	
4. FUEL	1,276	1,848	3,126	
5. MAINTENANCE AND REPAIR OF MACHINERY	4,662	6,318	7,051	
6. SUPERINTENDENCE	32,532	37,887	43,620	
7. MAINTENANCE OF BUILDINGS	1,411	3,928	2,152	
8. LABORATORY RESEARCH	17,123	16,490	17,502	
9. TAXES	6,953	6,680	7,152	
10. INSURANCE	10,431	8,453	8,505	
11. PAYROLL TAXES	7,425	8,461	10,620	
12. DEPRECIATION	10,014	10,377	10,808	
13. RENT	---	---	---	
14. COST OF ROYALTIES	777	2,146	5,072	
15. GENERAL FACTORY EXPENSE	27,255	31,066	32,522	
16. TOTAL MANUFACTURING EXPENSE	142,124	164,533	192,058	
16 1/2. Factory Administration	8,000	8,000	8,000	
17. BULK COST (TOTAL OF LINES 1, 2, AND 16) & 16 1/2	1,175,259	1,432,351	2,221,867	
PACKAGE AND PACKAGING COST:				
18. CONTAINERS	170,006	163,085	268,214	
19. TAPES (Lbs. in #18)	---	---	---	
20. PACKING CASES	19,901	21,157	38,810	
21. LABOR	43,782	51,014	71,840	
22. OTHER PACKAGING EXPENSE	18,340	20,927	28,891	
23. TOTAL PACKAGE AND PACKAGING COST (TOTAL OF LINES 18 TO 22)	252,029	276,183	401,556	
24. FACTORY FILLED COST (TOTAL OF LINES 17 TO 23)	1,427,288	1,708,534	2,653,243	
25. NET CHANGE IN INVENTORY OF WORK IN PROCESS	---	---	---	
26. COST OF PRODUCTION (LINE 24 ADJUSTED BY LINE 25)	1,427,288	1,708,534	2,653,243	
27. NET CHANGE IN INVENTORY OF FINISHED GOODS	45,973	44,193	758,878	
28. COST OF PAINT AND PAINT PRODUCTS SOLD (LINE 26 ADJUSTED BY LINE 27)	1,381,315	1,564,341	1,894,365	
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) (#31 - Lbs.)	635,024	722,894	933,445	
31. TOTAL GALLONS OF PAINT AND PAINT PRODUCTS PRODUCED	252,745	244,170	332,847	
32. TOTAL GALLONS OF PAINT AND PAINT PRODUCTS SOLD	643,383	2,031,934	2,903,889	
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	29,398	41,684	41,424	
36. TOTAL COST OF GOODS SOLD (LINE 28 PLUS LINE 35)	1,370,522	1,549,893	1,935,789	
37. CURRENT WORKING SCHEDULE:				
One	Shifts of	Eight	Hours	

* 27. Net Change in Fin. Goods Inventory 466,009 478,056 -224,654
 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. 465,973 -44,193 -758,878

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