

in ferrules, the medium rubber, and the better class of rubber. In other words, it's gotten by adding together the rubber at 9 cents a gross, and the rubber at 14 cents a gross, and adding together the total amount of gross used. And you see it says "materials", and it is reckoned at 10 cents; in other words, the materials used in making the tips in that tip plant we figured at 10 cents a gross, and the labor is included in that payroll item up above. Then there is 25 gross of these medium ends.

Then the lead, which is used, is taken from this sheet (Def't's Ex. 4a), multiplying 15 cents for the better lead and 10 cents for the cheaper lead. Then 5 cents a gross has been figured out after months of careful keeping track of what we use to include such materials as shellac, alcohol, lacquer, aniline, waxene, and oils--that's oils used in manufacture, not for lubrication of transmission or machinery. It also includes that gasoline compound, of which we have heard so much. That's included in this 5 cents per gross.

Then comes the boxes at 2 cents a gross, then assortment boxes at an average of 4 cents a gross; then comes wrappers at one cent a gross; that is the number of wrappers used in wrapping up one gross of pencils are worth one cent.

Then cartons, boxes, holding one gross of pencils, figured at 28 or 18 cents. Then down below "payroll Bell Street \$173.21. Then show what what was delivered, just a plain copy of what I have on this sheet, I have been looking at the sheet for the week ending April 17th, but it is practically the same way I have here down on the bottom of this financial made out the 26th what's delivered, good and cheap. There is no entry there. You will remember I said I didn't work that out. I put that out there preparatory to working out that Monday