

SCHEDULE 1

GRADE SPECIFICATIONS

COST AND SELLING PRICES AS OF MARCH 31, 1942
IN ONE GALLON CONTAINERS

TRADE NAME	GLOSTONE	ACTUAL COST.
CATEGORY:	INTERIOR SEMI GLOSS.	
COLOR	WHITE.	
NUMBER	800	
QUALITY	FIRST.	

PIGMENT:	Lb.	Yield in Gallons	Unit Cost	Total Cost
TITANATED LITHOPONE	325	9.1	.061	19.83
HIGH STRENGTH "	350	9.8	.05	17.50
LITHOPONE	140	3.9	.044	6.16

VEHICLE:	Lb.	Yield in Gallons	Unit Cost	Total Cost
VEGETABLE OILS	188	16	.95	15.20
VARNISH	274	36.2	.754	27.29
THINNERS AND THINERS	184	28	.18	5.04

RESINS 20.5%

VEG. OIL 33.3%

THINNERS 46.2%

Calculated Yield	103
Manufacturing Loss 3%	3
Actual Yield	100

COST ANALYSIS:

Material cost per gallon or pound (Total cost divided by Actual Yield)	\$.91
Direct Labor cost per gallon, or pound	.02
Factory Overhead per gallon, or pound	.05
Bulk Cost per gallon, or pound	.98
Complete package cost per gallon, or pound (Container plus Filling Exp.)	.198
Factory Cost in Package per gallon, or pound	1.178

PRICES

The highest net Unit Price which was 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	
1. L.C.L. Price	1.950
2. Carload Price	1.853
(C) By Company owned or Controlled Outlet to Retail Customers	None
(D) To an Independent Retailer (Dealer) Annual Purchases over \$10,000	2.251
(E) To an Independent Retailer (Dealer) Annual Purchases less than \$10,000	2.476

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