

**Pacific Paint & Varnish Co.**INCORPORATED  
MANUFACTURERS OF

TECHNICAL PAINTS

VARNISHES &amp; LACQUERS

OFFICE  
AND  
FACTORY AT  
BERKELEY, CALIFORNIA**SCHEDULE I****GRADE SPECIFICATIONS****COST AND SELLING PRICES AS OF MARCH 31, 1942**

TRADE NAME: Sero-Cote Flat Paint  
 CATEGORY: Interior Flat Wall  
 COLOR: White  
 NUMBER: 2513  
 QUALITY: Third

|                           | LB.  | YIELD IN GALLONS | UNIT COST     | TOTAL COST |
|---------------------------|------|------------------|---------------|------------|
| <b>PIGMENT: 61%</b>       |      |                  |               |            |
| Lithopone                 | 300  | 8.37 .0798       | .046 per lb.  | \$ 13.80   |
| Titanium Calcium          | 200  | 7.67 .0731       | .059 " "      | 11.80      |
| Talc                      | 200  | 8.42 .0802       | .0117 " "     | 2.34       |
| Calcium Carbonate         | 150  | 6.65 .0634       | .0069 " "     | 1.04       |
| Aluminum Stearate Paste   | 10   | 1.33 .0127       | .1523 " "     | 1.52       |
|                           |      | .3092            |               |            |
| <b>VEHICLE: 39%</b>       |      |                  |               |            |
| H.B. Bodied Linseed Oil   | 40   | 5. .0477         | 1.09 per gal. | \$ 5.45    |
| 108 Flat Liquid           | 108  | 15. .1436        | .58 " "       | 8.70       |
| T.S. Gloss Oil            | 160  | 20. .1907        | .33 " "       | 6.60       |
| Kerosene                  | 69   | 10. .082         | " "           | .82        |
| Mineral Spirits           | 142  | 21. .094         | " "           | 1.97       |
| 8% Lead Naphthenate       | 8    | 1. .46           | " "           | .46        |
| 2% Cobalt Naphthenate     | 4    | .50 .84          | " "           | .42        |
| Calculated Yield          | 1391 | 104.94           |               | \$ 54.92   |
| Manufacturing Loss 2 1/4% |      | 2.62             |               |            |
| Actual Yield              |      | 102.32           |               |            |

**COST ANALYSIS:**

|                                                                   |        |
|-------------------------------------------------------------------|--------|
| Material Cost per gallon (Total cost divided by actual yield)     | \$ .54 |
| Direct labor cost per gallon                                      | .0405  |
| Factory overhead per gallon                                       | .2064  |
| Bulk cost per gallon                                              | .7869  |
| Complete package cost per gallon (Container plus filling expense) | .2048  |
| Factory cost in package per gallon                                | .9917  |
|                                                                   | (.99)  |

**PRICES**

Highest net unit price which was charged or which would have been charged in March 1942, to each of the following types of buyers or transferees:

|                                                              |      |
|--------------------------------------------------------------|------|
| (A) To a company owned or controlled outlet                  | \$   |
| (B) To an independent wholesaler                             | 1.40 |
| (C) By company owned or controlled outlet to retail customer |      |
| (D) To an independent retailer (Dealer)                      | 1.60 |
| (E) To other (Specify) PARENT CORPORATION OUTLETS.           | 1.08 |