

PREPARED  
BY  
APPROVED  
BY

## SCHEDULE I

## GRADE SPECIFICATIONS

MARKET COST AND SELLING PRICES AS OF MARCH 31, 1942

 Sheet 1  
Market

 TRADE NAME: Blue Star Flat  
 CATEGORY: Inside Wall Paint  
 COLOR: White  
 NUMBER: 827  
 QUALITY: Second

PIGMENT: 63.6%

Titanox

Surfax

VEHICLE: 36.4%

Heavy Bodied Linseed Oil

Gloss Oil

Heavy Bodied Linseed Oil and

Thinner

Drier &amp; Thinner

| LB.                | YIELD IN GALLONS | UNIT COST       | TOTAL COST |
|--------------------|------------------|-----------------|------------|
| 328                | 12.10            | .0556 per Lb.   | 18.24      |
| 517 1/8            | 23.42            | .0158 " "       | 8.17       |
| 168                | 21               | 1.1933 per Gal. | 25.06      |
| 23 7/8             | 3                | .2554 " "       | .71        |
| 41 1/2             | 5.78             | .4511 " "       | 2.65       |
| 219 1/2            | 38 1/8           | .1088 " "       | 4.15       |
| Calculated Yield   | 1,328            | 103.52          | 58.98      |
| Manufacturing Loss |                  | 3.52            |            |
| Actual Yield       |                  | 100.            |            |

## COST ANALYSIS:

Material Cost per Gallon or Pound

Direct Labor Cost per Gallon or Pound

Factory Overhead per Gallon or Pound

Bulk Cost per Gallon or Pound

Complete Package Cost per Gallon or Pound

Package

Labor

Overhead

Factory Cost in Package per Gallon

.5898

.0452

.0899

.7249

.1278

.0378

.0457

.2113

.9362

## PRICES

Show the 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:

|                                                                              |           | L.C.L. | Carload | Truckload | Head |
|------------------------------------------------------------------------------|-----------|--------|---------|-----------|------|
| (A) To a company owned or controlled outlet                                  | Delivered | 1.90   | 1.71    |           |      |
| (B) To an independent wholesaler                                             | "         | 1.56   | 1.47    |           |      |
| (C) By company owned or controlled outlet to retail customer                 | "         | 2.15   | --      |           |      |
| (D) To an independent retailer (Dealer) (Under \$500.00 - 5%)                | "         | 1.90   | --      |           |      |
| (E) To other (Specify) (To Larger Retail Dealer Super) (Over \$500.00 - 10%) | "         | 1.80   | 1.71    |           |      |

(A very small percentage of our business is sold to Class D customers)

N 4803