

SCHEDULE 1
GRADE SPECIFICATIONS
COST AND SELLING PRICES AS OF MARCH 31, 1942
CON FERRO PAINT & VARNISH CO.

TRADE NAME: Delta
CATEGORY: Interior & Exterior Floor Paints
COLOR: Light Gray
NUMBER: 2651
QUALITY: Second

PIGMENT: 24.9%	LB.	GALLONS	UNIT COST	TOTAL COST
Lithopone	125	3.49	3.85 P H LBS	4.81
Titanox "L"	25	.41	11.50	2.88
Asbestine Paste	44	4.07	6.61	2.91
VEHICLE: 75.1%				
Mixing Varnish	73.30	10.00	64.49 P H GAL	6.45
Mineral Spirit	13.00	2.00	8.07	.16
Varnish	285.60	39.00	93.00	36.27
Mineral Spirit	19.50	3.00	8.07	.24
2% Cut Cobalt Drier	5.25	.75	79.18	.59
Nuodex Lead 227	3.58	.37	135.52	.51
Lamp Blk Shading	4.13	.50	76.20	.38
Lt Chrome Yellow	9.29	.25	212.16	.53
Shkg., Rec. & Handling				2.06
Calculated Yield	602.65	63.84		57.79
Manufacturing Loss 2%		1.28		
Actual Yield		62.56		

COST ANALYSIS:

Material Cost Per Gallon or Pound (Total Cost Divided by Actual Yield).....	.92
Manufacturing Expense.....	.07
Bulk Cost Per Gallon, or Pound.....	.99
Complete Package Cost Per Gallon, or Pound (Container Plus Filling Expense)...	1.15
Factory Cost in Package Per Gallon, or Pound.....	1.15

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:

(A) To a Company owned or controlled outlet	
(B) To an Independent Whol. saler	\$1.40
(C) By Company owned or controlled outlet to Retail Customer	
(D) To an Independent Retailer (Dealer)	\$1.75
(E) To Other (Specify)	