

Sherwin Williams Company

Increase Cost of Material, Labor and Expenses after August 31, 1941

	Cost in Dollars per gallon Year Ended 8/31/42	Dollars Increase	Increased Cost per Gallon after 8/31/42	Percentage Factors to Sales	Percentage Factors to Cost of Sales
Dollars:					
Material	.784	.254	1.028	88.66	
Labor	.044				
Overhead	.112	.008	.164	8.88	
Bulk	.980	.248	1.198	84.84	
Packing	.170		.170	9.20	
Cost of Sales	1.180	.248	1.248	72.74	
Gross Profits	.854		.468	25.26	
Sales	1.704	.148	1.847	100.00	

as above
in Percentages

Percentage:					
Material	46.61	13.74	60.35	88.66	
Labor	2.60				
Overhead	6.56	.46	9.62	8.88	
Bulk	58.77	14.20	69.97	84.84	
Packing	9.96		9.96	9.20	
Cost of Sales	68.73	14.20	79.93	72.74	
Gross Profits	34.87		28.47	25.26	
Sales	100.00	8.40	108.40	100.00	

Computation as per letter

Percentage:					
Cost of Sales	65.70	14.81	80.80	74.28	
Gross Profits	34.30		27.90	25.74	
Sales	100.00	8.40	108.40	100.00	

Replacement Quotation after 5/31/42

	Sherwin Williams Co.	Anna White Lead and Color Works	Low Bros. Co.	John Innes Co.	Martin Senour	Percentage High is of Low
Titan Dix. #	.151	.148		.148		102.03
Lead Z. 35/65	.069	.069	.068	.071		102.89
Lead Z. 40/60	.066	.069				104.85
Res. Carbo. W. L.	.094		.084	.084	.084	111.90
Ref. Linseed Oil.	1.063		1.076		1.10	103.48
Heat Linseed Oil.	1.375				1.04	129.60
Mineral Spts.	.083	.108		.188		188.08