

SCHEDULE 1

GRADE SPECIFICATIONS

COST AND SELLING PRICES AS OF MARCH 31, 1942

TRADE NAME: Wescote
CATEGORY: Exterior Barn & Roof Paint
COLOR: Red
NUMBER: 301-WA
QUALITY:

	<u>POUNDS</u>	<u>YIELD IN GALLONS</u>	<u>UNIT COST*</u>	<u>TOTAL COST</u>
PIGMENT: 53.00%				
Red Oxide	300	10.00	.0385 Per Lb.	\$11.55
Magnesium Silicate	500	21.05	.011 Per Lb.	5.50
Calcium Carbonate	100	4.35	.00725 Per Lb.	.73
VEHICLE: 47.00%				
Gloss Oil	256	31.25	.22 Per Gal.	6.88
Linseed Oil, Blown	284	34.37	.91 Per Gal.	31.28
Mineral Spirits	181	28.12	.08 Per Gal.	2.25
Drier	25	3.12	1.20 Per Gal.	3.75
Solution	52	6.25	.03 Per Gal.	.19
Calculated Yield	1698	138.51		62.13
Manufacturing Loss - 2 1/2%		3.46		
Actual Yield		135.05		

* The above unit costs are figured as of January 1, 1942, which is the last time our formulas were costed and are based on inventory and contract costs as of that date. Replacement costs as of March 31, 1942, would show considerable increase in above unit costs and cost per gallon as shown below.

COST ANALYSIS:

Material Cost Per Gallon.....\$.46
Direct Labor Cost Per Gallon (We have no allocated cost records)..
Factory Overhead Per Gallon (We have no allocated cost records)...
Bulk Cost Per Gallon (We have no allocated cost records).....
Complete Package Cost Per Gallon (Does not include filling expense) .12
Factory Cost in Package, Per Gallon (We can only show raw material, can, carton and label cost).....\$.58
(No labor or overhead included.)

PRICES

(A) To a company owned or controlled outlet..... None
(B) To an independent wholesaler..... .80
(C) By company owned or controlled outlet & retail customer..... None
(D) To an independent retailer (dealer)..... None
(E) To others (specify)..... None

N 5000