

Enamels
Paints
Colors



Varnishes
Japans
Stains

SCHEDULE I

GRADE SPECIFICATIONS

COST AND SELLING PRICES AS OF MARCH 31, 1942

Trade Name: Varcraft La-Tox Semi-Paste White
Category: Exterior Paste White
Color: White
Number: 640
Quality: Second

Pigment 81.2%

	Gals.	Lbs.	Cost	
Lithopone	12.14	435	.045	10.56
35% Leaded Zinc Oxide	8.5	421	.0725	30.52
Asbestine	8.57	222	.01	2.22
	<u>30.61</u>	<u>1078</u>		<u>52.30</u>

Pigment Handling loss 1% -- .52

Vehicle 18.8%

Refined Linseed Oil	14.	108	.1414 per Lb.	15.37	
Blown Linseed Oil	.32	3.5	.1515 " "	.39	
Kettled Linseed Oil	5.9	46.5	.1515 " "	7.06	
Mineral Spirits	12.8	83	.11 " Gal.-	1.41	
Drier	1.	8	.46 " "	.46	
	<u>63.96</u>	<u>1326.0</u>		<u>77.51</u>	

Manufacturing loss 23%
1.60
62.53

Cost Analysis:

Material cost per gallon	-----	1.245
Direct Labor cost per gallon	-----	.06
Factory overhead per gallon	-----	.05
One gallon package cost plus filling expense	---	.17
Factory cost in package	-----	1.525

PRICES

(A & C) There are no company owned or controlled outlets.
(B) To an independent wholesaler ----- 2.304
(D) To an independent retailer ----- 2.30

These prices include delivery charges averaging about 8¢ per gallon, 2% cash discount, and 5% for local advertising, if customer chooses.