

MEMORANDUM

To: J. K. Moore June 8, 1942

From: J. E. Harper

Subject: Request of Finnaren and Haley, Inc., Philadelphia, Pennsylvania to Continue Using a Price of \$3.30 per Gallon on "Pure White Lead and Linseed Oil Paint".

This price of \$3.30 per gallon was placed in effect in April 1942. The March price was \$3.10, the advance constituting a 6.45% advance.

The following data should be secured:

1. Profit and Loss Statements for the fiscal years 1939, 1940, 1941 and for the period January 1, 1942 to May 31, 1942 if available, showing complete detail of Cost of Sales and General Administrative and Selling Expense.
2. Balance Sheets with Analyses of Surplus taken at close of business in each of the above periods.
3. A tabulation showing prices of "Pure White Lead and Linseed Oil Paint" as compared to the prices of at least two other competitive paints from January 1, 1940 to date showing dates of change.
4. Detailed bulk costs of "Pure White Lead and Linseed Oil Paint" taken at or near the following date: January 1, 1941, October 1, 1941, January 1, 1942 and present date. The following will serve to show the type of exhibit required:

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Name: "Pure White Lead and Linseed Oil Paint"

By: J. E. Woods

Date: 1, 1941

Number: 444

For: J. E. Woods

Date at Which Cost is Figured: January 1, 1941.

Subject: Request of Pittsburgh and Ohio, and, Pittsburgh, Pennsylvania, to furnish data for the following:

	Lbs.	Yield in Gallons	Unit Cost	Total Cost
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Pigment: 62%

Basic Carbonate White Lead	500	9.0	.081 per lb.	40.50
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Zinc Oxide	400	8.5	.064 per lb.	25.60
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Asbestos	100	4.2	.010 per lb.	4.10
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Vehicle: 38%

Raw Linseed Oil	551	71.0	.851 per gal.	60.42
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Drier	28.4	4.0	.494 per gal.	1.98
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V.M.P. Naphtha	30.9	5.0	1.18 per gal.	.59
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Calculated Yield (input) 1510.3 101.7 Total Cost 130.08

Manufacturing Loss 2% 30.2 3.6

Net Yield 97.5% 1470.1 98.1

Material Cost per gallon 1.311

Manufacturing Overhead .09

Direct Labor .02

Bulk Cost per gallon \$1.431

5. Show percentage of annual sales dollar volume for 1939, 1940 and 1941 secured from sales of this paint.

The following data was furnished by the Pittsburgh and Ohio, and, Pittsburgh, Pennsylvania, for the year 1941: