

GRADE SPECIFICATIONS  
COST AND SELLING PRICES AS OF MARCH 31, 1942  
IN ONE GALLON CONTAINERS

|            |                     |                   |
|------------|---------------------|-------------------|
| TRADE NAME | GLOSTONE            | REPLACEMENT COST. |
| CATEGORY:  | INTERIOR SEMI GLOSS |                   |
| COLOR      | WHITE.              |                   |
| NUMBER     | 800                 |                   |
| QUALITY    | FIRST.              |                   |

| PIGMENT:            | Lb. | Yield in Gallons | Unit Cost | Total Cost |
|---------------------|-----|------------------|-----------|------------|
| TITANATED LITHOPORE | 325 | 9.1              | .061      | 19.83      |
| HIGH STRENGTH "     | 350 | 9.8              | .05       | 17.50      |
| LITHOPORE           | 140 | 3.9              | .044      | 6.16       |

| VEHICLE:              |     |      |      |        |
|-----------------------|-----|------|------|--------|
| VEGETABLE OILS        | 126 | 16   | 1.15 | 18.40  |
| * VARNISH             | 274 | 36.2 | .917 | 33.20  |
| DRIERS AND THINNERS   | 184 | 28   | .20  | 5.60   |
| * RESIN 20.5%         |     |      |      |        |
| VEG. OILS 25.5%       |     |      |      |        |
| THINNERS 49.2%        |     |      |      |        |
| Calculated Yield      |     | 103  |      | 100.69 |
| Manufacturing Loss 3% |     | 3    |      |        |
| Actual Yield          |     | 100  |      |        |

**COST ANALYSIS:**

|                                                                          |          |
|--------------------------------------------------------------------------|----------|
| Material cost per gallon or pound (Total cost divided by Actual Yield)   | \$ 1.006 |
| Direct Labor cost per gallon, or pound.....                              | .02      |
| Factory Overhead per gallon, or pound.....                               | .05      |
| Bulk Cost per gallon, or pound.....                                      | 1.076    |
| Complete package cost per gallon, or pound (Container plus Filling Exp.) | .198     |
| Factory Cost in Package per gallon, or pound.....                        | 1.274    |

PRICES

The highest net Unit Price which was charged in March, 1942, to each of the following types of buyers or transferees;

|                                                                          |         |
|--------------------------------------------------------------------------|---------|
| (A) To A Company Owned or Controlled Outlet.....                         | \$ None |
| (B) To an Independent Wholesaler                                         |         |
| 1. L.C.L. Price.....                                                     | 1.950   |
| 2. Carload Price.....                                                    | 1.853   |
| (C) By Company owned or Controlled Outlet to Retail customers.....       | None    |
| (D) To an Independent Retailer (Dealer) Annual Purchases over \$500..... | 2.295   |
| (E) To an Independent Retailer (Dealer) Annual Purchases less than \$500 | 2.430   |