

SHEET 1

SCHEDULE 1
GRADE SPECIFICATIONS
COST AND SELLING PRICES AS OF MARCH 31, 1942
CON FERRO PAINT & VARNISH CO.

TRADE NAME: Delta
CATEGORY: Roof and Barn Paints
COLOR: Red
NUMBER: 2860
QUALITY: First

PIGMENT: 46%	LB.	GALLONS	UNIT COST	TOTAL COST
Venetian Red	90	3.46	3.85 P H LB.	3.47
Asbestine	128	5.39	1.00	1.28
C. C. O. Whiting	128	5.70	.762	.98
VEHICLE: 54%				
Cut Soya Bean Oil	73.40	10.00	53.32 P H GAL.	5.33
Raw Linseed Oil	77.80	10.00	74.29	7.43
Mix Varnish - V-746	38.65	5.00	44.04	2.20
Raw Linseed Oil	124.50	16.00	74.29	11.89
Heavy Naphtha	13	2.00	8.09	.16
Solution	41.65	5.00	2.00	.10
Cut Manganese Drier	7	1.00	39.88	.40
Nuodex Lead 24%	4.78	.50	140.28	.70
Shkg., Rec. & Hdlg.				1.04
Calculated Yield	726.78	64.05		34.98
Manufacturing Loss 2%		1.28		
Actual Yield		62.77		

COST ANALYSIS:

Material Cost Per Gallon or Pound (Total Cost Divided by Actual Yield).....	.56
Manufacturing Expense.....	.06
Bulk Cost Per Gallon, or Pound.....	.62
Complete Package Cost Per Gallon, or Pound (Container Plus Filling Expense)...	.16
Factory Cost in Package Per Gallon, or Pound.....	.78

PRICES

Show the Highest Net Unit Price which was charged or which would have been charged in March 1942, to each of the following types of buyers or transferees:

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| (A) To a Company owned or controlled outlet | |
| (B) To an Independent Whol. saler | \$.84 |
| (C) By Company owned or controlled outlet to Retail Customer | |
| (D) To an Independent Retailer (Dealer) | \$1.05 |
| (E) To Other (Specify) | |