

SECRET

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

TRADE NAME: Delta
 CATEGORY: Interior Gloss Paints
 COLOR: White
 NUMBER: 2301
 QUALITY: Second

PIGMENT: 52%	LB.	GALLONS	UNIT COST	TOTAL COST
Tic Rcht - Titanox C	200	7.38	5.50 P H LBS	11.00
Lithopone	100	2.79	4.26	4.26
Surfex	100	4.45	1.67	1.67
 VEHICLE: 48%				
Varnish	117	16.00	75.00 P H GAL	12.00
Falk O Var "K" Heavy	32	4.00	55.12	2.20
Newport "Zinol"	64	8.00	63.50	5.08
Varnish	117.50	16.00	93.00	14.88
Heavy "aphtha	32.50	5.00	8.07	.40
Cut Cobalt Drier	7.00	1.00	79.13	.79
Nuodex Lead 24%	4.78	.50	135.50	.68
Varnish	.92	.12	125.00	.16
 Shkg., Rec. & Handling				2.09
Calculated Yield	775.70	65.24		55.21
Manufacturing Loss 2%		1.30		
Actual Yield		63.94		

COST ANALYSIS:

Material Cost Per Gallon or Pound (Total Cost Divided by Actual Yield).....	.86
Manufacturing Expense.....	.08
Bulk Cost Per Gallon, or Pound.....	.94
Complete Package Cost Per Gallon, or Pound (Container Plus Filling Expense)...	.16
Factory Cost in Package Per Gallon, or Pound.....	1.10

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:

- (A) To a Company owned or controlled outlet
 (B) To an Independent Wholesaler
 (C) By Company owned or controlled outlet to Retail Customer
 (D) To an Independent Retailer (Dealer)
 (E) To Other (Specify)

	<u>\$1.40</u>
	<u>\$1.75</u>