

SCHEDULE I
GRADE SPECIFICATIONS

Sheet 3

ACTUAL COST AND SELLING PRICES AS OF MARCH 31, 1942

TRADE NAME: Mellotone
CATEGORY: Inside Wall Paint
COLOR: White
NUMBER: 622
QUALITY: First

	LB.	YIELD IN GALLONS	
PIGMENT: 67.6%			
Lithopone	821	23.32	.2281
Titanox	118	4.35	.0426
Celite	94	4.90	.0477
Aluminum Stearate	1 1/2	.18	.0018

VEHICLE: 32.4%			
Heavy Bodied Linseed			
Oil and Thinner	160	20 7/8	.2043
Refined Linseed Oil	101	13.06	.1272
Drier & Thinner	235 1/2	35.61	.3463

Calculated Yield	1,531	102.22	78.18
Manufacturing Loss		2.22	
Actual Yield		100.	

COST ANALYSIS:

Material Cost per Gallon or Pound		.7818
Direct Labor Cost per Gallon or Pound		.0457
Factory Overhead per Gallon or Pound		.0862
Bulk Cost per Gallon or Pound		.9137
Complete Package Cost per Gallon or Pound		
Package	.1278	
Labor	.0378	
Overhead	.0457	.2113
Factory Cost in Package per Gallon		1.1250

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:

	Delivered	Carload	L.C.L. or Truckload
(A) To a company owned or controlled outlet	1.62	1.54	
(B) To an independent wholesaler	1.70	1.32	
(C) By company owned or controlled outlet to retail customer	2.45		
(D) To an independent retailer (Dealer) (Under \$500.00 - 5%)	1.71		
(E) To other (Specify) (To Larger Retail Dealer Buyer) (Over \$500.00 - 10%)			

(A very small percentage of our business is sold to Class D and

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