

ORDER 1

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

TRADE NAME: Delta  
 CATEGORY: Exterior House Paint  
 COLOR: White  
 NUMBER: 2101  
 QUALITY: Second

| PIGMENT: 56%           | LB.    | GALLONS | UNIT COST      | TOTAL COST |
|------------------------|--------|---------|----------------|------------|
| Lithopone              | 315    | 8.80    | 4.26 P H LBS   | 13.42      |
| Asbestine              | 100    | 4.20    | 1.00           | 1.00       |
| Leaded Zinc Oxide 15%  | 50     | 1.06    | 6.00           | 3.00       |
| .2250                  |        |         |                |            |
| VEHICLE: 44%           |        |         |                |            |
| Miscible Diamond "K"   |        |         |                |            |
| Linseed Oil            | 32.40  | 4.00    | 101.85 P H GAL | 4.07       |
| Raw Linseed Oil        | 202    | 26.00   | 74.29          | 19.32      |
| Heavy Naphtha          | 65     | 10.00   | 8.07           | .81        |
| Solution               | 54.10  | 6.50    | 2.00           | .13        |
| Varnish                | 1.82   | .25     | 125.00         | .31        |
| Cut Manganese Drier    | 7      | 1.00    | 39.69          | .40        |
| Nuodex Lead 24%        | 3.52   | .38     | 135.52         | .51        |
| Shkg., Rec. & Handling |        |         |                | 1.69       |
| Calculated Yield       | 830.84 | 62.19   |                | 44.66      |
| Manufacturing Loss 2%  |        | 1.24    |                |            |
| Actual Yield           |        | 60.95   |                |            |

COST ANALYSIS:

|                                                                                |     |
|--------------------------------------------------------------------------------|-----|
| Material Cost Per Gallon or Pound (Total Cost Divided by Actual Yield).....    | .73 |
| Manufacturing Expense.....                                                     | .04 |
| Bulk Cost Per Gallon, or Pound.....                                            | .77 |
| Complete Package Cost Per Gallon, or Pound (Container Plus Filling Expense)... | .16 |
| Factory Cost in Package Per Gallon, or Pound.....                              | .93 |

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)

|  |        |
|--|--------|
|  | \$1.08 |
|  | \$1.35 |

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