

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

TRADE NAME: Bestex
CATEGORY: Interior and Exterior Floor Paints
COLOR: Lt. Gray
NUMBER: 1651
QUALITY: First

PIGMENT: 26.6%	LB.	GALLONS	UNIT COST	TOTAL COST
Lithopone	110	3.07	4.26 P H LBS.	4.69
Titanox L	50	.82	11.50	5.75
Asbestine Paste	53	4.92	6.61	3.50
VEHICLE: 73.4%				
Varnish	73.30	10.00	99.54 P H GAL.	9.95
Varnish	279	38.00	93.00	35.34
Mineral Spirit	19.50	3.00	8.07	.24
2% Cut Cobalt Drier	7.00	1.00	79.18	.79
Nuodex Lead 24%	4.78	.50	135.52	.68
Lt. Chrome Yellow	.54	.03	212.16	.07
Lamp Black Shading	4.13	.50	76.20	.38
Shkg., Rec. & Hdlg.				2.26
Calculated Yield	601.25	61.84		63.65
Manufacturing Loss 2%		1.24		
Actual Yield		60.60		

COST ANALYSIS:

Material Cost Per Gallon or Pound (Total Cost Divided by Actual Yield).....	.64
Manufacturing Expense.....	.07
Bulk Cost Per Gallon, or Pound.....	.71
Complete Package Cost Per Gallon, or Pound (Container Plus Filling Expense)...	<u>.16</u>
Factory Cost in Package Per Gallon, or Pound.....	.87

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)

\$1.70

\$2.20