

SHEET 1

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

TRADE NAME: Buyer
CATEGORY: Exterior House Paints
COLOR: White
NUMBER: 3101
QUALITY: Third

PIGMENT: 54.5%	LBS.	GALLONS	UNIT COST	TOTAL COST
Lithopone	120	3.35 .0487	4.26 P H LBS	5.11
Tic RCHT Titanox C	30	1.11 .0161	5.50	1.65
Asbestine	100	4.21 .0612	1.00	1.00
Limeolith	210	9.36 .1361	.95	2.00
VEHICLE: 45.5%				
Mix 746 Mixing	216	28.00 .4077	44.04 P H GAL	12.33
Falk O Var "K"	24	3.00 .0436	55.12	1.60
Solution 2% Soap	74.90	9.00 .1309	22.00	.18
Heavy Naphtha	65	10.00 .1454	8.00	.81
Cut Cobalt	3.50	.50 .0073	79.18	.40
Nuodex Lead 24\$	2.40	.25 .0036	135.52	.34
Shkg., Rec. & Hdlg.				.51
Calculated Yield	845.80	68.78		25.93
Manufacturing Loss 2%		1.37		
Actual Yield		67.41		

COST ANALYSIS:

Material Cost Per Gallon or Pound (Total Cost Divided by Actual Yield).....	.39
Manufacturing Expense.....	.04
Bulk Cost Per Gallon, or Pound.....	.43
Complete Package Cost Per Gallon, or Pound (Container Plus Filling Expense)...	.16
Factory Cost in Package Per Gallon, or Pound.....	.59

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)

\$1.00