

GRADE SPECIFICATIONS

COST AND SELLING PRICES AS OF MARCH 31, 1942

SUBMIT SEPARATELY THE SPECIFICATIONS (FORMULA) AND THE COMPLETED COST PER GALLON IN ONE-GALLON CONTAINERS OF EACH OF THE FOLLOWING PAINTS AND PAINT PRODUCTS IN FIRST, SECOND, AND AS MANY ADDITIONAL QUALITIES AS YOU REGULARLY MANUFACTURE.

THESE SPECIFICATIONS ARE TO SHOW THE NAMES OF EACH OF THE PIGMENTS AND VEHICLES BEING EMPLOYED BY YOU IN THE MANUFACTURE OF THE PARTICULAR PAINT AND QUALITY OF PAINT BEING REPORTED AND THE AMOUNTS OF EACH OF THESE INGREDIENTS BOTH BY WEIGHT AND BY VOLUME AS CONTAINED IN THE BATCH MIX AS OF MARCH 31, 1942 AND THE COSTS AT WHICH THESE MATERIALS WERE BEING CHARGED TO PRODUCTION AS OF THAT DATE. TO EACH OF THESE BATCH COST SPECIFICATIONS AFFIX A LABEL UNDER WHICH THIS PRODUCT WAS BEING SOLD AS OF MARCH 31, 1942.

THE FOLLOWING EXAMPLE WILL SERVE TO SHOW THE TYPE OF EXHIBIT REQUIRED:

TRADE NAME: "100% PURE PREPARED PAINT"
 CATEGORY: EXTERIOR HOUSE PAINT
 COLOR: WHITE
 NUMBER: 411
 QUALITY: FIRST

	LB.	YIELD IN GALLONS	UNIT COST	TOTAL COST
PIGMENT: 62%				
BASIC CARBONATE WHITE LEAD	500	9.0	.0885 PER LB.	\$ 40.50
ZINC OXIDE	400	8.5	.0836 PER LB.	25.60
ASBESTINE	100	4.2	.0413 PER LB.	1.00
VEHICLE: 38%				
RAW LINSEED OIL	551	71.0	.6981 PER GAL.	60.42
DRIER	28.4	4.0	.0393 PER GAL.	1.98
V.M.P. NAPHTHA	30.9	5.0	.0492 PER GAL.	.99
CALCULATED YIELD	1,610.3	101.7		\$130.09
MANUFACTURING LOSS 2-1/2%		2.5		
ACTUAL YIELD		99.2		

COST ANALYSIS:

MATERIAL COST PER GALLON OR POUND (TOTAL COST DIVIDED BY ACTUAL YIELD)	\$ 1.31
DIRECT LABOR COST PER GALLON, OR POUND	.04
FACTORY OVERHEAD PER GALLON, OR POUND	.08
BULK COST PER GALLON, OR POUND	\$ 1.43
COMPLETE PACKAGE COST PER GALLON, OR POUND (CONTAINER PLUS FILLING EXPENSE)	.13
FACTORY COST IN PACKAGE PER GALLON, OR POUND	\$ 1.56

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)

\$3.60
\$4.50