

SECRET

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

TRADE NAME: Delta
CATEGORY: Interior Flat Wall Paints
COLOR: White
NUMBER: 2201
QUALITY: Second

PIGMENT: 64%	LB.	GALLONS	UNIT COST	TOTAL COST
Tic Rcht Titanox C	150	5.55 .0400	5.50 P H LBS	8.25
Lithopone	128	3.58 .0573	4.26	5.45
Surfex	120	5.34 .0870	1.67	2.00
Limeolith	120	5.35 .0771	.95	1.14
3218				
VEHICLE: 36%				
K.P.O. Linseed Oil	64	8.00 .1302	115.53 P H GAL	9.24
Linseed Oil	16.20	2.00 .0226	101.85	2.04
Newport "Zinol"	40	5.00 .0814	63.50	3.18
Naphtha B 75	66	10.00 .1628	12.90	1.29
Heavy Naphtha	52	8.00 .1302	8.07	.65
Varnish	1.82	.25 .0541	125.00	.21
Solution	.52	.06 .0313	2.00	-0-
Heavy Naphtha	52	8.00 .1302	8.07	.65
Cut Cobalt	1.75	.25 .0541	79.18	.20
3934				
Pkg., Rec. & Handling				1.37
Calculated Yield	812.29	61.38		35.77
Manufacturing Loss 2%		1.43		
Actual Yield		59.95		

COST ANALYSIS:

Material Cost Per Gallon or Pound (Total Cost Divided by Actual Yield).....	.60
Manufacturing Expense.....	.06
Bulk Cost Per Gallon, or Pound.....	.66
Complete Package Cost Per Gallon, or Pound (Container Plus Filling Expense)...	.16
Factory Cost in Package Per Gallon, or Pound.....	.82

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

N 4693

OPA 000442