

Schedule IGrade SpecificationsCost and Selling Prices as of March 31, 1942

Trade Name: Sun-Proof House Paint  
 Category: Exterior  
 Color: Titanic Outside White  
 Number: 1-54  
 Quality: First

|                        | Lbs. | Yield in Gals. | Unit Cost     | Total Cost |
|------------------------|------|----------------|---------------|------------|
| <u>PIGMENT - 65%:</u>  |      |                |               |            |
| 35% Lead Zinc Oxide    | 459  | 9.33           | .0707 per lb. | \$ 32.45   |
| Basic Carb. White Lead | 171  | 3.01           | .0833 per lb. | 14.24      |
| Titanium Oxide         | 155  | 2.79           | .1465 per lb. | 22.71      |
| Mica                   | 25   | 1.00           | .0455 per lb. | 1.14       |
| Asbestine              | 193  | 8.13           | .0116 per lb. | 2.24       |
| <u>VEHICLE - 35%:</u>  |      |                |               |            |
| Raw Linseed Oil        | 356  | 45.80          | .1313 per lb. | 46.74      |
| Air Blown Linseed Oil  | 152  | 19.10          | .1364 per lb. | 20.73      |
| Drier                  | 27   | 3.70           | .0536 per lb. | 1.45       |
| Mineral Spirits        | 34   | 5.20           | .0244 per lb. | .49        |
| Calculated Yield       | 1572 | 100.           |               | 122.19     |
| Manufacturing Loss 1%  |      | 1              |               |            |
| Actual Yield           |      | 99             |               |            |

Cost Analysis:

|                                                                   |           |
|-------------------------------------------------------------------|-----------|
| Material Cost per gallon                                          | \$ 1.4362 |
| Direct Labor Cost per gallon                                      | .0137     |
| Factory Overhead per gallon                                       | .1241     |
| Bulk Cost per gallon                                              | \$ 1.6020 |
| Complete Package Cost per gallon (container plus filling expense) | .1290     |
| Factory Cost in Package per gallon                                | \$ 1.7430 |

PRICES

|                                                              |          |
|--------------------------------------------------------------|----------|
| (a) To a Company owned or controlled outlet                  | \$ 1.34  |
| (b) To an independent wholesaler                             | no sales |
| (c) By Company owned or controlled outlet to retail customer | 3.35     |
| (d) To an independent retailer (Dealer)                      | 2.47     |
| (e) Painter and Maintenance Buyers                           | 3.02     |

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