

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

TRADE NAME: Ferro Bond  
CATEGORY: Interior Flat Wall Paints  
COLOR: White  
NUMBER: 4303  
QUALITY: First

| PIGMENT: 58%              | LB.    | GALLONS | UNIT COST     | TOTAL COST |
|---------------------------|--------|---------|---------------|------------|
| PW 120 Titanox RC HT      | 256    | 9.45    | 5.50 P H LBS  | 14.03      |
| PW 1 Lithopone            | 128    | 3.57    | 4.26          | 5.45       |
| PW 3 Asbestine            | 64     | 2.69    | 1.00          | .64        |
| VEHICLE: 42%              |        |         |               |            |
| MXO 210 Cut Soya Bean Oil | 44.04  | 6.00    | 53.32 P H GAL | 3.20       |
| O 10 857 M Magnesia Oil   | 8.00   | 1.00    | 140.00        | 1.40       |
| VOL 75 B-75 Naptha        | 52.80  | 8.00    | 12.90         | 1.03       |
| VOL 5 Mineral Spirit      | 71.50  | 11.00   | 8.07          | .39        |
| 2058 Mixing Varnish       | 103.60 | 14.00   | 74.45         | 10.42      |
| VOL 6 Dom Solution        | 41.65  | 5.00    | 2.00          | .10        |
| MXD 8 2% Cut Cobalt Drier | 3.50   | .50     | 79.18         | .40        |
| Shkg., Rec. & Handling    |        |         |               | 1.36       |
| Calculated Yield          | 773.09 | 61.21   |               | 38.92      |
| Manufacturing Loss 2%     |        | 1.22    |               |            |
| Actual Yield              |        | 59.99   |               |            |

COST ANALYSIS:

|                                                                                |     |
|--------------------------------------------------------------------------------|-----|
| Material Cost Per Gallon or Pound (Total Cost Divided by Actual Yield).....    | .65 |
| Manufacturing Expense.....                                                     | .07 |
| Bulk Cost Per Gallon, or Pound.....                                            | .72 |
| Complete Package Cost Per Gallon, or Pound (Container Plus Filling Expense)... | .16 |
| Factory Cost in Package Per Gallon, or Pound.....                              | .88 |

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 Whol. saler  
(C) By Company owned or controlled outlet to Retail Customer  
(D) To an Independent Retailer (Dealer)  
(E) To Other (Specify)

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\$1.60  
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N 4696

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