

SCHEDULE 1.

Sheet - 1f.

GRADE SPECIFICATIONS

COST AND SELLING PRICES AS OF MARCH 31, 1942

TRADE NAME: Bounty Flat Wall Paint  
 CATEGORY: Interior Flat  
 COLOR: White  
 NUMBER: 2524  
 QUALITY: Second

| PIGMENT:              | LB. | YIELD IN GALLONS                    | UNIT COST | TOTAL COST |
|-----------------------|-----|-------------------------------------|-----------|------------|
| Lithopone             | 230 | 6.4 <sup>1140</sup> <sub>1059</sub> | .0425     | \$ 9.73    |
| Titanium Dioxide      | 63  | 1.9 <sup>0328</sup> <sub>0328</sub> | .1475     | 9.39       |
| Whiting               | 113 | 5.1 <sup>0907</sup> <sub>0907</sub> | .01       | 1.15       |
| Asbestine             | 80  | 2.5 <sup>0486</sup> <sub>0486</sub> | .009      | .54        |
| Aluminum Stearate     | 22  | .3 <sup>0050</sup> <sub>0050</sub>  | .245      | .61        |
|                       |     | <sup>2865</sup> <sub>2865</sub>     |           |            |
| VEHICLES:             |     |                                     |           |            |
| Refined Linseed Oil   | 39  | 5.0 <sup>0392</sup> <sub>0392</sub> | .140      | 5.46       |
| Blown Linseed Oil     | 16  | 1.9 <sup>0238</sup> <sub>0238</sub> | .144      | 2.30       |
| Varnish               | 56  | 7.5 <sup>134</sup> <sub>134</sub>   | .105      | 5.88       |
| Cobalt Resinate Drier | 14  | 1.9                                 | .057      | .80        |
| Heavy Naptha          | 131 | 19.3                                | .018      | 2.36       |
| Soap Solution         | 36  | 4.3                                 | .002      | .07        |
| Calculated Yield      | 762 | 56.1                                |           | \$38.34    |
| Manufacturing Loss 3% |     | 2.1                                 |           |            |
| Actual Yield          |     | 54.0                                |           |            |

COST ANALYSIS:

Material cost per gallon or pound (total cost divided by actual yield) \$ .71  
 Direct Labor cost per gallon Not known  
 Factory Overhead per gallon Not known  
 Bulk cost per gallon Not known  
 Complete package cost per gallon Not known  
 Factory cost in package per gallon Not known

PRICES:

- (A) Company owned or controlled outlet \$1.34 gal.
- (B) Independent wholesaler 1.26 gal.
- (C) Company owned or controlled outlet to retail customer See (A)
- (D) Independent Retailer 1.49 gal.
- (E) To other (Painters, Industrial, etc.) 1.65 gal.

These prices are highest charged -- average prices will closely approximate (A)

N 4983