

SCHEDULE I

GRADE SPECIFICATIONS

ACTUAL COST AND SELLING PRICES AS OF MARCH 31, 1942

Sheet 9

TRADE NAME: Porch and Deck					
CATEGORY: Floor, Porch & Deck Paint					
COLOR: Fog Gray					
NUMBER: 588					
QUALITY: First					
	LB.	YIELD IN GALLONS	UNIT COST	TOTAL COST	
PIGMENT: 38.8%					
Basic Carbonate White Lead	231	4.07	.0833 per lb.		19.24
Titanox	150	5.54	.0556 " "		8.34
Asbestine Pulp	42 1/2	1.79	.00974 " "		.41
Lampblack	3	20	.0934 " "		.28
Ultramarine Blue	3/4	.04	.2051 " "		.15
VEHICLE: 61.2%					
Refined Linseed Oil	39	5	.8840 per Gal.		4.42
Mixing Varnish	633 1/2	86 1/4	.6331 " "		54.60
Calculated Yield	1,099 3/4	102.89			87.44
Manufacturing Loss		2.89			
Actual Yield		100.00			
COST ANALYSIS:					
Material Cost per Gallon or Pound					.8744
Direct Labor Cost per Gallon or Pound					.0643
Factory Overhead per Gallon or Pound					.1200
Bulk Cost per Gallon or Pound					1.0587
Complete Package Cost per Gallon or Pound					
Package			.1278		
Labor			.0378		
Overhead			.0457		.2113
Factory Cost in Package per Gallon or Pound					1.2700

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	Delivered	2.47	2.35
(B) To an independent wholesaler	"	2.44	2.02
(C) By company owned or controlled outlet to retail customer	"	3.70	
(D) To an independent retailer (Dealer) (Under \$500.00 - 5%)	"	2.61	
(E) To other (Specify) (To Larger Retail Dealer Buyer) (Over \$500.00 - 10%)	"	2.47	2.35

(A very small percentage of our business is sold to Class D customers)

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N 4811