

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

Trade Name: Wallhide Interior Semi-Gloss Wall Paint  
 Category: Interior  
 Color: White  
 Number: 27-109  
 Quality: First

|                          | Lbs.   | Yield in Gals. | Unit Cost     | Total Cost |
|--------------------------|--------|----------------|---------------|------------|
| <u>PIGMENT - 54.5%:</u>  |        |                |               |            |
| Lithopone                | 434    | 12.09          | .0429 per lb. | 18.62      |
| Titanium Calcium Pigment | 206    | 7.46           | .0556 per lb. | 11.45      |
| Talc                     | 24     | 1.07           | .0104 per lb. | .25        |
| Alum. Stearate Jell      | 11     | 1.67           | .0517 per lb. | .57        |
| <u>VEHICLE - 45.5%:</u>  |        |                |               |            |
| Bodied Oil Varnish       | 197    | 26.27          | .1210 per lb. | 23.83      |
| Mixing Varnish           | 223    | 29.91          | .1081 per lb. | 24.11      |
| Mineral Spirits          | 62     | 9.49           | .0144 per lb. | .89        |
| Kerosene                 | 54     | 8.06           | .0105 per lb. | .57        |
| Lead Manganese Drier     | 14     | 1.99           | .0589 per lb. | .82        |
| Lead Cobalt              | 14     | 1.93           | .0817 per lb. | 1.14       |
| Ortho Amyl Phenol        | .5     | .06            | .2651 per lb. | .13        |
| Calculated Yield         | 1239.5 | 100.           |               | 82.38      |
| Manufacturing Loss 1%    |        | <u>1</u>       |               |            |
| Actual Yield             |        | 99             |               |            |

Cost Analysis

|                                                                   |              |
|-------------------------------------------------------------------|--------------|
| Material Cost per gallon                                          | \$ .8320     |
| Direct Labor Cost per gallon                                      | .0165        |
| Factory Overhead per gallon                                       | <u>.1155</u> |
| Bulk Cost per gallon                                              | .9640        |
| Complete Package Cost per gallon (Container plus filling expense) | <u>.1350</u> |
| Factory Cost in Package per gallon                                | \$ 1.0990    |

PRICES

|                                                              |          |
|--------------------------------------------------------------|----------|
| (a) To a Company owned or controlled outlet                  | 1.66     |
| (b) To an independent wholesaler                             | no sales |
| (c) By Company owned or controlled outlet to retail customer | 3.40     |
| (d) To an independent Retailer (Dealer)                      | 2.31     |
| (e) Painter and Maintenance Buyers                           | 3.06     |

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