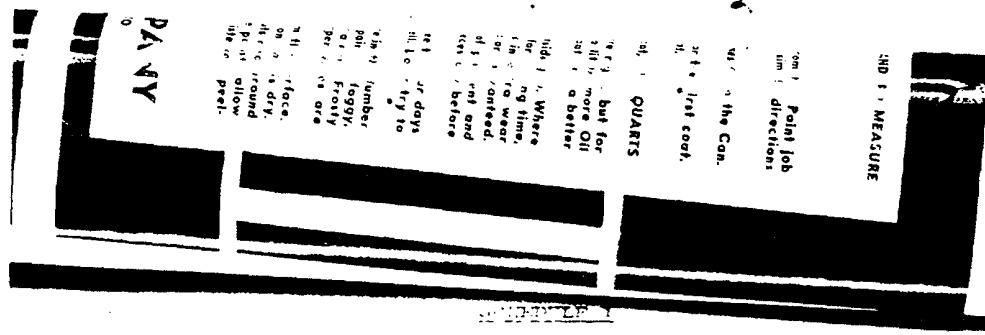




GRADE SPECIFICATIONS

COST AND SELLING PRICES AS OF MARCH 31, 1942

TRADE NAME: Master Quality
CATEGORY: Exterior House Paint
COLOR: White
NUMBER 1010
QUALITY:

	POUNDS	YIELD IN GALLONS	UNIT COST*	TOTAL COST
PIGMENT: 66%				
35% Leaded Zinc Oxide	540	11.10	.0675 Per Lb.	\$36.45
Basic Carbonate White Lead	215	3.85	.075 Per Lb.	16.13
Titanium Dioxide	130	4.00	.145 Per Lb.	18.85
Magnesium Silicate	435	18.30	.011 Per Lb.	4.79
VEHICLE: 34%				
Linseed Oil, Non Stain	595	76.50	.78 Per Gal.	59.67
Linseed Oil, Blown	17	2.00	.91 Per Gal.	1.82
Drier	29	4.00	.44 Per Gal.	1.76
Mineral Spirits	41	6.00	.08 Per Gal.	.48
Calculated Yield	2002	125.75		139.95
Manufacturing Loss - 2½%		3.05		
Actual Yield		122.70		

* The above unit costs are figured as of Jan. 1, 1942, which is the last time our formulas were costed and are based on inventory and contract costs as of that date. Replacement costs as of March 31, 1942, would show considerable increase in above unit costs and cost per gallon as shown below.

COST ANALYSIS:

Material Cost Per Gallon.....\$ 1.14
Direct Labor Cost Per Gallon (We have no allocated cost records)...
Factory Overhead Per Gallon (We have no allocated cost records)....
Bulk Cost Per Gallon (We have no allocated cost records).....
Complete Package Cost Per Gal. (Does not include filling expense).. .12
Factory Cost in Package, Per Gallon (We can only show raw material, can, carton & label cost)..... 1.26
(No labor or overhead included)

PRICES

(A) To a company owned or controlled outlet.....\$ 1.99
(B) To an independent wholesaler..... Not Sold
(C) By company owned or controlled outlet to retail customer..... 3.19
(D) To an independent retailer (dealer)..... 2.26
(E) To others (specify)..... Not Sold