

GRADE SPECIFICATIONS

Sheet 6

ACTUAL COST AND SELLING PRICES AS OF MARCH 31, 1942

TRADE NAME: Blue Star Semi Gloss
 CATEGORY: Inside Gloss
 COLOR: White
 NUMBER: 996
 QUALITY: Second

PIGMENT: 57.7%

Lithopone
 Calcium Carbonate
 Albacar

VEHICLE: 42.3%

Mixing Varnish
 Heavy Bodied Linseed Oil
 Drier & Thinner

Calculated Yield
 Manufacturing Loss
 Actual Yield

COST ANALYSIS:

Material Cost per Gallon or Pound
 Direct Labor Cost per Gallon or Pound
 Factory Overhead per Gallon or Pound
 Bulk Cost per Gallon or Pound
 Complete Package Cost per Gallon or Pound
 Package
 Labor
 Overhead
 Factory Cost in Package per Gallon or Pound

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:

		L.C.L.	Carload
(A) To a company owned or controlled outlet	Delivered	1.75	1.67
(B) To an independent wholesaler	"	1.52	1.43
(C) By company owned or controlled outlet to retail customer	"	2.65	--
(D) To an independent retailer (Dealer) (Under \$500.00 - 5%)	"	1.95	--
(E) To other (Specify) (To Larger Retail Dealer Buyer) (Over \$500.00 - 10%)	"	1.75	1.67

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

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