



SCHEDULE 1

GRADE SPECIFICATIONS

COST AND SELLING PRICES AS OF MARCH 31, 1942

TRADE NAME: Surface Saver
CATEGORY: Exterior House Paint
COLOR: White
NUMBER: 3400
QUALITY:

	<u>POUNDS</u>	<u>YIELD IN GALLONS</u>	<u>UNIT COST*</u>	<u>TOTAL COST</u>
PIGMENT: 72.9%				
Lead Sulphate	525	9.80	0.0675 Per Lb.	\$35.44
Titanium Dioxide	222	6.86	0.16 Per Lb.	35.52
Lithopone	625	17.41	0.0425 Per Lb.	26.56
Calcium Carbonate	1850	81.50	0.00875 Per Lb.	16.19
Magnesium Silicate	1400	58.90	0.11 Per Lb.	15.40
		324.3		
VEHICLE: 27.1%				
Linseed Oil, Raw	993.3	129.00	0.75 Per Gal.	96.75
Linseed Oil, Blown	206.75	25.00	0.91 Per Gal.	22.75
Mineral Spirits	460.	72.00	0.08 Per Gal.	5.76
Drier	63.	8.75	0.21 Per Gal.	1.84
Calculated Yield	6345.05	409.22		256.21
Manufacturing Loss - 2½%		10.22		
Actual Yield		399.00		

* 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.....	\$.64
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 and labor cost).....	\$.76
(No labor or overhead included.)	

PRICES

(A) To a company owned or controlled outlet.....	Not Sold
(B) To an independent wholesaler.....	1.11
(C) By company owned or controlled outlet to retail customer...	Not Sold
(D) To an independent retailer (dealer).....	Not Sold
(E) To others (specify).....	Not Sold

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