

SCHEDULE 1GRADE SPECIFICATIONSCOST AND SELLING PRICES AS OF MARCH 31, 1942

TRADE NAME: Western Standard
 CATEGORY: Exterior House Paint
 COLOR: White
 NUMBER: 800
 QUALITY:

	<u>POUNDS</u>	<u>YIELD IN GALLONS</u>	<u>UNIT COST*</u>	<u>TOTAL COST</u>
PIGMENT: 64%				
Zinc Sulphide	375	11.25	.0825 Per Lb.	\$30.94
5% Leaded Zinc Oxide	350	7.30	.07375 Per Lb.	25.81
Calcium Carbonate	2100	93.00	.00875 Per Lb.	18.38
Magnesium Silicate	1050	44.25	.011 Per Lb.	11.55
VEHICLE: 36%				
Linseed Oil, Raw	815	105.00	.75 Per Gal.	78.75
Linseed Oil, Blown	377	46.00	.91 Per Gal.	41.86
Kerosene	925	140.00	.06 Per Gal.	8.40
Drier	50	7.00	.21 Per Gal.	1.47
Calculated Yield	6052	453.80		217.16
Manufacturing Loss - 2½%		11.40		
Actual Yield		442.40		

* 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.....	\$.49
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).....	\$.61
	(No labor or overhead included.)

PRICES

(A) To a company owned or controlled outlet.....	Not Sold
(B) To an independent wholesaler.....	.91
(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