

SCHEDULE I
GRADE SPECIFICATIONS
MARKET COST AND SELLING PRICES AS OF MARCH 31, 1942

Sheet 5
 Market

TRADE NAME: Nello Glass
 CATEGORY: Inside Glass
 COLOR: WHITE
 NUMBER: 782
 QUALITY: First

PIGMENT: 60.3%
 Lithopone
 Titanox

VEHICLE: 39.7%
 Mixing Varnish
 Heavy Bodied Linseed Oil
 Drier & Thinner

Calculated Yield
 Manufacturing Loss
 Actual Yield

COST ANALYSIS:

Material Cost per Gallon or Pound				.9831
Direct Labor Cost per Gallon or Pound				.0612
Factory Overhead per Gallon or Pound				.1039
Bulk Cost per Gallon or Pound				1.1482
Complete Package Cost per Gallon or Pound				
Package			.1278	
Labor			.0378	
Overhead			.0457	.2113
Factory Cost in Package per Gallon or Pound				1.3595

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.	Truckload
(A) To a company owned or controlled outlet	Delivered	2.29	2.18
(B) To an independent wholesaler	"	1.99	1.87
(C) By company owned or controlled outlet to retail customer "	"	3.45	--
(D) To an independent retailer (Dealer) (Under \$500.00 - 5%)	"	2.42	--
(E) To other (Specify) (To Larger Retail Dealer Buyer) (Over \$500.00 - 10%)	"	2.29	2.18

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

OPA

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