

SCHEDULE 1

GRADE SPECIFICATIONS

COST AND SELLING PRICES AS OF MARCH 31, 1942

TRADE NAME: Wescote Supreme
CATEGORY: Exterior House Paint
COLOR: White
NUMBER: 1020
QUALITY:

	<u>POUNDS</u>	<u>YIELD IN GALLONS</u>	<u>UNIT COST*</u>	<u>TOTAL COST</u>
PIGMENT: 66%				
35% Leaded Zinc Oxide	540	11.10 ^{.0916}	.0675 Per Lb.	\$36.45
Basic Carbonate White Lead	215	3.85 ^{.0248}	.075 Per Lb.	16.13
Titanium Dioxide	129	4.00 ^{.0330}	.145 Per Lb.	18.71
Barium Sulphate	301	2607 8.00 ^{.0660}	.015 Per Lb.	4.52
Magnesium Silicate	135	5.70 ^{.0470}	.011 Per Lb.	1.49
		^{.2694}		
VEHICLE: 34%				
Linseed Oil, Non Stain	611	78.50 ^{.6440}	.78 Per Gal.	61.23
Drier	29	4.00 ^{.0230}	.44 Per Gal.	1.76
Mineral Spirits	41	6.00 ^{.0475}	.08 Per Gal.	.48
Calculated Yield	2,001	121.15		140.77
Manufacturing Loss - 2½%		3.00		
Actual Yield		118.15		

* The above unit costs are figured as of January 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.....	\$ 1.19
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 label cost).....	\$ 1.31
	(No labor or overhead included.)

PRICES

(A) To a company owned or controlled outlet.....	Not Sold
(B) To an independent wholesaler.....	1.66
(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