

ORDER 1

SCHEDULE 1
GRADE SPECIFICATIONS
COST AND SELLING PRICES AS OF MARCH 31, 1942
CON FERRO PAINT & VARNISH CO.

TRADE NAME: Delta
 CATEGORY: Exterior House Paint
 COLOR: White
 NUMBER: 2101
 QUALITY: Second

PIGMENT: 56%	LB.	GALLONS	UNIT COST	TOTAL COST
Lithopone	315	8.80 <i>.1415</i>	4.26 P H LBS	13.42
Asbestine	100	4.20 <i>.0675</i>	1.00	1.00
Leaded Zinc Oxide 15%	50	1.06 <i>.0160</i>	6.00	3.00
<i>.2250</i>				
VEHICLE: 44%				
Miscible Diamond "K"				
Linseed Oil	32.40	4.00 <i>.0642</i>	101.85 P H GAL	4.07
Raw Linseed Oil	202	26.00 <i>.417</i>	74.29	19.32
Heavy Naphtha	65	10.00 <i>.167</i>	8.07	.81
Solution	54.10	6.50	2.00	.13
Varnish	1.82	.25 <i>.002</i>	125.00	.31
Cut Manganese Drier	7	1.00 <i>.4832</i>	39.69	.40
Nuodex Lead 24%	3.52	.38	135.52	.51
Shkg., Rec. & Handling				1.69
Calculated Yield	830.84	62.19		44.66
Manufacturing Loss 2%		1.24		
Actual Yield		60.95		

COST ANALYSIS:

Material Cost Per Gallon or Pound (Total Cost Divided by Actual Yield).....	.73
Manufacturing Expense.....	.04
Bulk Cost Per Gallon, or Pound.....	.77
Complete Package Cost Per Gallon, or Pound (Container Plus Filling Expense)...	.16
Factory Cost in Package Per Gallon, or Pound.....	.93

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:

- (A) To a Company owned or controlled outlet
 (B) To an Independent Wholesaler
 (C) By Company owned or controlled outlet to Retail Customer
 (D) To an Independent Retailer (Dealer)
 (E) To Other (Specify)

_____	\$1.08

_____	\$1.25
