

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

TRADE NAME: Bestex
CATEGORY: Varnish Stains
COLOR: Light Oak
NUMBER: 1523
QUALITY: First

PIGMENT: .3%	LB.	GALLONS	UNIT COST	TOTAL COST
Oil Analine	1.50	.07	83.00 P H LBS	1.25
VEHICLE: 99.7%				
Otticica Varnish	389	53.00	85.00 P H GAL	45.05
Heavy Naphtha	34.12	5.25	8.07	.42
Spec Asphaltum	11.10	1.50	18.00	.27
Benzol Ind Pure	7.29	1.00	21.00	.21
Shkg., Rec. & Handling				1.89
Calculated Yield	443.01	60.82		49.09
Manufacturing Loss 2%		1.21		
Actual Yield		59.61		

COST ANALYSIS:

Material Cost Per Gallon or Pound (Total Cost Divided by Actual Yield).....	.82
Manufacturing Expense.....	.03
Bulk Cost Per Gallon, or Pound.....	.85
Complete Package Cost Per Gallon, or Pound (Container Plus Filling Expense)...	<u>.16</u>
Factory Cost in Package Per Gallon, or Pound.....	1.01

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

\$1.90