REPRODUCED AT THE NATIONAL ARCHIVES

SCHEDULE I

GRADE SPECIFICATIONS

ACTUAL COST AND SELLING PRICES AS OF MARCH 31, 1942

TRADE NAME: Mello Gloss
CATEGORY: Inside Gloss
COLOR: White
NUMBER: 782
QUALITY: First

	LB.	YIELD IN GALLONS	UNIT COST	TOTAL COST
PIGMENT: 60.3%				
Lithopone	741	21.04	.0429 per Lb.	31.79
Titanox	122	3.77	.1465	17.87
VEHICLE: 39.7%				
Mixing Varnish	336 1/2	45	.6969 per Gal.	31.36
Heavy Bodied Linseed Oil	49 7/8	7 1/8	.8648 " "	6.16
Drier & Thinner	181 1/8	25.96	.2186 " "	5.68
Calculated Yield	1,430 1/2	102.89		92.86
Manufacturing Loss		2.89		
Actual Yield		100		

COST ANALYSIS:

Material Cost per Gallon or Pound		.9286
Direct Labor Cost per Gallon or Pound		.0612
Factory Overhead per Gallon or Pound		.1039
Bulk Cost per Gallon or Pound		1.0937
Complete Package Cost per Gallon or Pound		
Package	.1278	
Labor	.0378	
Overhead	.0457	.2113
Factory Cost in Package per Gallon or Pound		1.3050

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.	Carload Truckload
(A) To a company owned or controlled outlet	Delivered	2.29	2.13
(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%) (Over $500.00 - 10%)	"	2.42	--
(E) To other (Specify) (To Larger Retail Dealer Buyer)	"	2.29	2.13

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

OPA
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