

GRADE SPECIFICATIONS

COST AND SELLING PRICES AS OF MARCH 31, 1942

TRADE NAME: Silver Arrow Semi Paste  
 CATEGORY: Exterior Semi Paste  
 COLOR: White  
 NUMBER: WP-557  
 QUALITY: First

|                       | <u>LB.</u> | <u>YIELD IN GALLONS</u> | <u>UNIT COST</u> | <u>TOTAL COS</u> |
|-----------------------|------------|-------------------------|------------------|------------------|
| <u>PIGMENT:</u>       |            |                         |                  |                  |
| Lead Free Zinc Oxide  | 304        | 6.5                     | .0725            | \$22.04          |
| Basic Carbonate Lead  | 299        | 5.3                     | .0825            | 24.67            |
| Titanium Dioxide      | 91         | 2.8                     | .1475            | 13.42            |
| Barytes               | 221        | 6.0                     | .014             | 3.09             |
| Asbestine             | 164        | 6.9                     | .009             | 1.43             |
| <u>VEHICLE:</u>       |            |                         |                  |                  |
| Refined Linseed Oil   | 185        | 23.9                    | .140             | 25.90            |
| Mineral Spirits       | 43         | 6.6                     | .014             | .60              |
| Drier                 | 32         | 4.4                     | .070             | 2.24             |
| Calculated Yield      | 1339       | 62.4                    |                  | \$93.44          |
| Manufacturing Loss 2% |            | 1.4                     |                  |                  |
| Actual Yield          |            | 61.0                    |                  |                  |

COST ANALYSIS:

Material cost per gallon or pound (Total cost divided by actual yield) \$1.5  
 Direct Labor cost per gallon Not known  
 Factory Overhead per gallon Not known  
 Bulk cost per gallon Not known  
 Complete Package cost per gallon Not known  
 Factory cost in package per gallon Not known

PRICES:

(A) Company owned or controlled outlet \$2.59 gal.  
 (B) Independent wholesaler 2.59 gal.  
 (C) Company owned or controlled outlet to retail customer See (A)  
 (D) Independent Retailer 2.59 gal.  
 (E) To other (Painters, Industrial, etc.) 2.96 gal.

Above prices are highest charged -- average prices will closely approximate (A)