

SCHEDULE 1

GRADE SPECIFICATIONS

COST AND SELLING PRICES AS OF MARCH 31, 1942

TRADE NAME: Master Quality
CATEGORY: Interior Enamel
COLOR: White
NUMBER: 500
QUALITY:

	<u>POUNDS</u>	<u>YIELD IN GALLONS</u>	<u>UNIT COST*</u>	<u>TOTAL COST</u>
PIGMENT: 45%				
Titanated Lithopone	350	9.95	.056 Per Lb.	\$19.60
Titanium Dioxide	250	7.73	.145 Per Lb.	36.25
VEHICLE: 55%				
Enamel Liquid	738	100.00	.87 Per Gal.	87.00
Calculated Yield	1338	117.68		142.85
Manufacturing Loss - 2 $\frac{1}{2}$ %		2.94		
Actual Yield		114.74		

* 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.....	\$ 1.24
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 <u>not</u> include filling expense)..	.12
Factory Cost in Package, Per Gallon (We can only show raw material, can, carton & label cost).....	\$ 1.36
	(No labor or overhead included.)

PRICES

(A) To a company owned or controlled outlet.....	\$ 1.73
(B) To an independent wholesaler.....	2.00
(C) By company owned or controlled outlet to retail customer.....	4.20
(D) To an independent retailer (dealer).....	2.92
(E) To others (painting contractors).....	3.39

N 4997