

SHEET 1

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

TRADE NAME: Bestex
CATEGORY: Varnish
COLOR: Clear
NUMBER: 5945
QUALITY: First

VEHICLE: 100%	LBS.	GALLONS	UNIT COST	TOTAL COST
Varnish	176	24.00	93.00 P H GAL	22.32
Stain Varnish	22.50	3.00	98.00	2.94
Heavy Naphtha	19.50	3.00	8.07	.24
Cut Cobalt	3.50	.50	79.18	.40
Nuodex Lead 24%	2.40	.25	135.52	.34
Newport "Zinol"	4.00	.50	63.50	.32
Shkg., Rec. & Hdig.				<u>1.04</u>
Calculated Yield	227.90	31.25		27.60
Manufacturing Loss 2%		.63		
Actual Yield		30.62		

COST ANALYSIS:

Material Cost Per Gallon or Pound (Total Cost Divided by Actual Yield).....	.90
Manufacturing Expense.....	.03
Bulk Cost Per Gallon, or Pound.....	.93
Complete Package Cost Per Gallon, or Pound (Container Plus Filling Expense)...	<u>.16</u>
Factory Cost in Package Per Gallon, or Pound.....	1.09

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	<u>31.80</u>
(C) By Company owned or controlled outlet to Retail Customer	
(D) To an Independent Retailer (Dealer)	<u>31.85</u>
(E) To Other (Specify)	