

SOUTH SAN FRANCISCO

Trade Name: Lead, Titanox & Zinc Paste
 Category: Paste Whites - (B) Exterior
 Color: White
 Number: 2914
 Quality: First

PIGMENT: 77.4 %	Lbs.	Yield In Gals.	Unit Cost	TOTAL COST
Basic Carbonate White Lead Paste (Contains 10% Oil)	450	13	.088 Lb.	\$39.60
105 Talc	104	4.6	.013 "	1.35
Titanox AA	106	3.27	.1475 "	15.64
XX 601 Zinc Oxide	180	3.88	.0775 "	13.95
 VEHICLE: 22.6 %				
Raw Linseed Oil	182.5	23.5	1.01 Gal.	23.74
Linseed Fatty Acids	<u>3.8</u>	<u>.5</u>	<u>1.21</u> "	<u>.61</u>
				\$94.89
Calculated Yield	1,026.3	48.75		
Manufacturing Loss 2.6%	26.3	1.13		
Actual Yield	1,000	47.62		

COST ANALYSIS:

Material Cost per Gallon (Total Cost divided by actual yield).....	1.99
Direct Labor Cost per Gallon.....	.044
Factory Overhead per Gallon.....	.136
Bulk Cost per Gallon.....	2.17
Complete Package Cost per Gallon (Container plus Filling Expense).....	.45
Factory Cost in Package per Gallon.....	2.62

PRICES:

(A) To a Company owned or controlled outlet.....	2.33
(B) To an independent wholesaler.....	2.63
(C) By Company owned or controlled outlet to retail customer.....	None
(D) To an independent retailer (Dealer).....	2.63
(E) To other (specify).....	1.67

N 5204