

FRAZER PAINT COMPANY
2475 Hubbard Avenue
Detroit, Michigan

SCHEDULE I

TRADE NAME: Longwear Varnish Stain
CATEGORY: Varnish Stain
COLOR: Light Oak
QUALITY: First

	<u>Lbs.</u>	<u>Yield in Gallons</u>	<u>Unit Cost</u>	<u>Total Cost</u>
Pigment: .2%				
Light Oak Dye	I	Weight per gallon	2.00	2.00
		Storage & handling cost finished through loss - 1% product.		.20
Vehicle: 99.8%		Laboratory record		
Varnish	512		.13	66.56
Concentrated Drier	2	7.4 lbs.	.25	.50
		Storage & handling cost through loss - 3%		67.06
				2.01
Calculated Yield	515	69.6		71.27
Manufacturing Loss - 2 1/2%		1.7		
Actual Yield		67.9		

Cost Analysis:

Material cost per gallon	1.05
Direct labor cost per gallon	.08
Factory overhead per gallon	.05
Bulk cost per gallon	1.18
Complete package cost per gallon, including filling charge	.19
Factory cost in package per gallon	1.37

PRICES

(a) To a company owned or controlled outlet	None
(b) To an independent wholesaler	None
(c) By company owned or controlled outlet to retail customer	3.25
(d) To an independent retailer (Dealer)	3.09
(e) To other (Industrial)	2.76
(Contractor)	2.60