

REPRODUCED AT THE NATIONAL ARCHIVES

SOUTH SAN FRANCISCO

Trade Name: Fullerwear Floor Enamel
Category: Interior Floor Enamel
Color: Dover Gray
Number: 3429
Quality: First

| | Lbs. | Yield In Gals. | Unit Cost | TOTAL COST |
|---|---|---|---|---|
| PIGMENT: 29.3 % | | | | |
| RP-433 Ti-Cal L.O. Paste (28.8% Var.) | 380 | 24.60 | .079 Lb. | $30.02 |
| RP-417 Lampblack Paste (75.8% Var.) | 15 | 1.89 | .114 " | 1.71 |
| RP-423 Indian Red Paste (26.8% Var.) | 8 | .42 | .102 " | .82 |
| RP-420 Ultramarine Blue Paste (35.4% Var.) | 8 | .63 | .226 " | 1.81 |
| VEHICLE: 70.7 % | | | | |
| 8774 Floor Enamel Vehicle | 526 | 70 | 1.14 Gal. | 79.80 |
| V-257 Drier | 22.3 | 3 | .61 " | 1.83 |
| Zinol | 16.3 | 2 | .99 " | 1.98 |
| | | | | $117.97 |
| Calculated Yield | 975.6 | 102.54 | | |
| Manufacturing Loss 2.5% | | 2.54 | | |
| Actual Yield | | 100 | | |

COST ANALYSIS:

| | |
|---|---|
| Material Cost per Gallon (Total Cost divided by actual yield) | 1.18 |
| Direct Labor Cost per Gallon | .057 |
| Factory Overhead per Gallon | .143 |
| Bulk Cost per Gallon | 1.38 |
| Complete Package Cost per Gallon (Container plus Filling Expense) | .25 |
| Factory Cost in Package per Gallon | 1.63 |

PRICES:

| | | |
|---|---|---|
| (A) | To a company owned or controlled outlet | 1.78 |
| (B) | To an independent wholesaler | 1.951 |
| (C) | By Company owned or controlled outlet to retail customer | 3.65 |
| (D) | To an independent retailer (Dealer) | 2.295 |
| (E) | To other (specify) | 3.00 * |
| | | 2.55 ** |

* - Small Commercial Buyer.
** - Large Commercial Buyer.