REPRODUCED AT THE NATIONAL ARCHIVES

SOUTH SAN FRANCISCO

Trade Name: Flat White Undercoat
Category: Enamel Undercoater
Color: White
Number: 4360
Quality: Third

PIGMENT: 64.2 %	Lbs.	Yield In Gals.	Unit Cost	TOTAL COST
Titanox RCHT	425	15.7	.0575 Lb.	$24.44
Barytes	368	9.94	.014 "	5.15
Snow White Primer	134	5.96	.007 "	.94
VEHICLE: 35.8 %				
V-254 Gloss Oil	106.6	13	.42 Gal.	5.46
V-139 Processed Oil	75.3	9.5	1.22 "	11.59
V-5 Lead Mixing Oil	162.	22	.83 "	18.26
3026 Mineral Spirits	64.6	9.5	.095 "	.90
3024 Coal Oil	60.3	9	.084 "	.76
V-257 Drier	18.5	2.5	.61 "	1.53
V-377 Aluminum Stearate Solution	14.6	2	.80 "	1.60
8661 Anti-Skin Solution	14.6	2	.84 "	1.68
3038 Borax Solution	7.0	.8	.02 "	.02
#1 Alcohol	5.30	.8	.494 "	.40
				$72.73
Calculated Yield	1,455.80	102.7		
Manufacturing Loss 2.6%		2.7		
Actual Yield		100		

COST ANALYSIS:

Material Cost per Gallon (Total Cost divided by actual yield)	.73
Direct Labor Cost per Gallon	.036
Factory Overhead per Gallon	.114
Bulk Cost per Gallon	.88
Complete Package Cost per Gallon (Container plus Filling Expense)	.25
Factory Cost in Package per Gallon	1.13

PRICES:

(A)	To a Company owned or controlled outlet	1.35
(B)	To an independent wholesaler	1.34
(C)	By Company owned or controlled outlet to retail customer	2.65
(D)	To an independent retailer (Dealer)	1.576
(E)	To other (specify)	2.06 *
		1.75 **

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