REPRODUCED AT THE NATIONAL ARCHIVES

SOUTH SAN FRANCISCO

Trade Name: Fullerglo
Category: Interior Semi-Gloss Paint
Color: White
Number: 599
Quality: First

PIGMENT: 50%	Lbs.	Yield In Gals.	Unit Cost	TOTAL COST
Cryptone BA-19	495	14.15	.0585 Lb.	$28.96
Titanox AA	90	2.77	.1475 "	13.28
Surfex	50	2.26	.023 "	1.15
VEHICLE: 50%				
V-478 Fullerglo Vehicle	545	71	1.02 Gal.	72.42
3024 Coal Oil	70.5	10.5	.084 "	.88
Cobalt Oilsolate	3.65	.5	2.76 "	1.38
Lead Nuodex	7.60	.8	1.62 "	1.30
V-271 Mixing Vehicle	5.80	.8	.86 "	.69
				$120.06
Calculated Yield	1,267.55	102.78		
Manufacturing Loss 2.7%		2.78		
Actual Yield		100		

COST ANALYSIS:

Material Cost per Gallon (Total Cost divided by actual yield)	1.20
Direct Labor Cost per Gallon	.027
Factory Overhead per Gallon	.093
Bulk Cost per Gallon	1.32
Complete Package Cost per Gallon (Container plus Filling Expense)	.25
Factory Cost in Package per Gallon	1.57

PRICES:

(A) To a Company owned or controlled outlet	1.71
(B) To an independent wholesaler	[illegible]
(C) By Company owned or controlled outlet to retail customer	[illegible]
(D) To an independent retailer (Dealer)	[illegible]
(E) To other (specify)	[illegible]

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