REPRODUCED AT THE NATIONAL ARCHIVES

SOUTH SAN FRANCISCO

Trade Name: Pioneer Wood Filler
Category: Paste Wood Fillers
Color: Natural or Light
Number: 1205
Quality: First

| PIGMENT: 70.4 % | Lbs. | Yield in Gals. | Unit Cost | TOTAL COST |
|---|---|---|---|---|
| Raw Sienna | 3 | .1 | .095 Lb. | $.29 |
| 108 Silica | 675 | 30.65 | .019 " | 12.83 |
| 106 Talc | 33 | 1.45 | .06 " | 1.98 |
| Fog Dust | 12 | 1.45 | .28 " | 3.36 |
| VEHICLE: 29.6 % | | | | |
| V-254 Gloss Oil | 65.6 | 8 | .42 Gal. | 3.36 |
| 3040 Boiled Linseed Oil | 124 | 16 | 1.04 " | 16.64 |
| 3026 Mineral Spirits | 102 | 15 | .095 " | 1.43 |
| V-245 Cobalt Drier | 11 | 1.5 | .76 " | 1.14 |
| | | | | $41.03 |
| Calculated Yield | 1,025.6 | 74.15 | | |
| Manufacturing Loss 2.5% | 25.6 | 1.69 | | |
| Actual Yield | 1,000 | 72.46 | | |

COST ANALYSIS:

| | |
|---|---|
| Material Cost per Gallon (Total Cost divided by actual yield) | .57 |
| Direct Labor Cost per Gallon | .065 |
| Factory Overhead per Gallon | .185 |
| Bulk Cost per Gallon | .82 |
| Complete Package Cost per Gallon (Container plus Filling Expense) | .25 |
| Factory Cost in Package per Gallon | 1.07 |

PRICES:

| | | |
|---|---|---|
| (A) | To a Company owned or controlled outlet | 1.40 |
| (B) | To an independent wholesaler | 1.[illegible] |
| (C) | By Company owned or controlled outlet to retail customer | 3.00 |
| (D) | To an independent retailer (Dealer) | 1.79[illegible] |
| (E) | To other (specify) | [illegible] |

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

N 5201