REPRODUCED AT THE NATIONAL ARCHIVES

SOUTH SAN FRANCISCO

Trade Name: Pioneer Shingle Stain
Category: Shingle Stain
Color: Light Green
Number: 6
Quality: First

PIGMENT: 13.9 %	Lbs.	Yield In Gals.	Unit Cost	TOTAL COST
RP-53 Light Green Paste (31.8% Oil)	130	7.63	.222 Lb.	$28.86
RP-57 Talc Paste (36.5% Oil)	50	3.75	.055 "	2.75
VEHICLE: 86.1 %				
3061 Reduced Fish Oil	200	25	.88 Gal.	22.00
3024 Coal Oil	188	28	.084 "	2.35
V-244 Drier	49	7	.34 "	2.38
3034 Creosote	79.5	9	.32 "	2.88
3026 Mineral Spirits	71.3	10.5	.095 "	1.00
3043 Paraffine Oil	53.5	7	.125 "	.88
3038 Borax Solution	33.7	4	.02 "	.08
Sulphonated Castor Oil	8.7	1	1.26 "	1.26
				$64.44
Calculated Yield	863.7	102.88		
Manufacturing Loss 2.8%		2.88		
Actual Yield		100		

COST ANALYSIS:

Material Cost per Gallon (Total Cost divided by actual yield)	.64
Direct Labor Cost per Gallon	.033
Factory Overhead per Gallon	.097
Bulk Cost per Gallon	.77
Complete Package Cost per Gallon (Container plus Filling Expense)	.25
Factory Cost in Package per Gallon	1.02

PRICES:

(A)	To a Company owned or controlled outlet	.91
(B)	To an independent wholesaler	.93
(C)	By Company owned or controlled outlet to retail customer	1.85
(D)	To an independent retailer (Dealer)	1.12
(E)	To other (specify)	1.52*
		1.20**

* - Small Commercial user.
** - Large Commercial user.

N 5189