

SOUTH SAN FRANCISCO

Trade Name: Porch & Deck Paint
 Category: Exterior Porch and Deck Paint
 Color: Lead Color
 Number: 8165
 Quality: First

PIGMENT: 40.5 %	Lbs.	Yield In Gals.	Unit Cost	TOTAL COST
Cryptone BA-19	420	12	.0585 Lb.	\$24.57
Lead Titanate	100	1.65	.1125 "	11.25

VEHICLE: 59.5 %	Lbs.	Yield In Gals.	Unit Cost	TOTAL COST
8749 Porch & Deck Vehicle	608	81	1.10 Gal.	89.10
8502 White Pine Oil	21	3	.494 "	1.48
V-257 Drier	33.4	4.5	.61 "	2.75
				\$129.15

Calculated Yield	1,182.4	102.15
Manufacturing Loss 2.1%		2.15
Actual Yield		100

COST ANALYSIS:

Material Cost per Gallon (Total Cost divided by actual yield).....	1.29
Direct Labor Cost per Gallon.....	.063
Factory Overhead per Gallon.....	.167
Bulk Cost per Gallon.....	1.52
Complete Package Cost per Gallon (Container plus Filling Expense).....	.25
Factory Cost in Package per Gallon.....	1.77

PRICES:

(A) To a Company owned or controlled outlet.....	1.87
(B) To an independent wholesaler.....	2.00*
(C) By Company owned or controlled outlet to retail customer.....	2.65
(D) To an independent retailer (Dealer).....	2.88*
(E) To other (specify).....	3.10*
	2.65**

* - Small Commercial buyer.
 ** - Large Commercial buyer.