

FRAZER PAINT COMPANY
 2475 Hubbard Avenue
 Detroit, Michigan

SCHEDULE I

TRADE NAME: Longwear Varnish Stain
CATEGORY: Varnish Stain
COLOR: Light Oak
QUALITY: First

	Lbs.	Yield in Gallons	Unit Cost	Total Cost
Pigment: .2%				
Light Oak Dye	1	Weight per gallon finished product.	2.00	2.00
		Laboratory record		
Vehicle: 99.8%	512	7.4 lbs.	.13	66.56
Varnish	2		.25	.50
Concentrated Drier				67.06
			Storage & handling cost through loss - 3%	2.01
Calculated Yield	515	69.6		71.27
Manufacturing Loss - 2 1/2%		1.7		
Actual Yield		67.9		

Cost Analysis:

Material cost per gallon	1.05
Direct labor cost per gallon	.08
Factory overhead per gallon	.05
Bulk cost per gallon	1.18
Complete package cost per gallon, including filling charge	.19
Factory cost in package per gallon	1.37

PRICES

(a) To a company owned or controlled outlet	None
(b) To an independent wholesaler	None
(c) By company owned or controlled outlet to retail customer	3.25
(d) To an independent retailer (Dealer)	3.09
(e) To other (Industrial)	2.76
(Contractor)	2.60