

FRAZER PAINT COMPANY  
 2475 Hubbard Avenue  
 Detroit, Michigan

SCHEDULE I

TRADE NAME: Tuflex Floor Enamel  
CATEGORY: Interior Floor  
COLOR: Gray

|                             | Lbs. | Yield in Gallons                          | Unit Cost | Total Cost |
|-----------------------------|------|-------------------------------------------|-----------|------------|
| Pigment: 34%                |      |                                           |           |            |
| Zinc Sulphide               | 275  | Weight per gallon finished product.       | .085      | 23.38      |
|                             |      | Laboratory record                         |           |            |
|                             |      | 10.1 lbs.                                 | .015      | .15        |
| Vehicle: 66%                |      |                                           |           |            |
| Varnish                     | 508  |                                           | .05       | .50        |
| Mineral Spirits             | 10   |                                           |           |            |
| Union Solvent               | 10   |                                           |           |            |
|                             |      | Storage & handling cost through loss - 3% |           | 2.00       |
| Calculated Yield            | 803  | 79.5                                      |           | 92.30      |
| Manufacturing Loss - 2 1/2% |      | 2.                                        |           |            |
| Actual Yield                |      | 77.5                                      |           |            |

Cost Analysis:

|                                                                |      |
|----------------------------------------------------------------|------|
| Material cost per gallon                                       | 1.19 |
| Direct labor cost per gallon                                   | .18  |
| Factory overhead per gallon                                    | .05  |
| Bulk cost per gallon                                           | 1.42 |
| Complete cost per package per gallon, including filling charge | 1.19 |
| Factory cost in package per gallon                             | 1.61 |

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 | 3.50 |
| (d) To an independent retailer (Dealer)                      | 2.71 |
| (e) To other (Industrial)                                    | 2.98 |
| (Contractor)                                                 | 2.85 |

N 5136