

SOUTH SAN FRANCISCO

Trade Name: Oil Wood Stain
 Category: Oil Stain
 Color: Light Oak
 Number: 1950
 Quality: First

PIGMENT: 14.7 %

RP-25 Raw Sienna Paste (5.6% Oil)
 RP-57 Talc Paste (36.5% Oil)

Lbs.	Yield In Gals.	Unit Cost	TOTAL COST
200	17.2	.115 Lb.	\$23.00
50	3.74	.055 "	2.75

VEHICLE: 85.3 %

V-275 Mixing Varnish
 V-244 Drier
 3026 Mineral Spirits
 3038 Borax Solution
 Sulphonated Castor Oil

Lbs.	Yield In Gals.	Unit Cost	TOTAL COST
75.6	10	.77 Gal.	7.70
35	5	.34 "	1.70
422	62	.095 "	5.89
33.6	4	.02 "	.08
8.7	1	1.26 "	1.26

\$42.38

Calculated Yield 824.9
 Manufacturing Loss 2.9%
 Actual Yield 100

COST ANALYSIS:

Material Cost per Gallon (Total Cost divided by actual yield)	.42
Direct Labor Cost per Gallon	.036
Factory Overhead per Gallon	.094
Bulk Cost per Gallon	.55
Complete Package Cost per Gallon (Container plus Filling Expense)	.25
Factory Cost in Package per Gallon	.80

PRICES:

(A) To a Company owned or controlled outlet	1.10
(B) To an independent wholesaler	1.00
(C) By Company owned or controlled outlet to retail customer	1.00
(D) To an independent retailer (Dealer)	1.00
(E) To other (specify)	1.00

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