

I. S. A.

Name: Medial Mixed Paint
 Type: Exterior House Paint
 Color: White
 Size: 29-OW
 Grade: Second

PIGMENT: 66.6%	Lbs.	Yield In Gals.	Unit Cost	TOTAL COST
Lithopone	400	11.35	4.75 Cwt.	\$19.00
XX Zinc Oxide	274	5.9	8.19 "	22.44
105 Talc	182	8.1	1.38 "	2.51
Barytes	240	6.48	1.75 "	4.20

VEHICLE: 33.4%

Superflo Boiled Linseed Oil	388	50	1.155 Gal.	57.75
Diamond K Linseed Oil	32.8	4	1.132 "	4.53
V-244 Paint Drier	21	3	.39 "	1.17
Mineral Spirits	86.7	12.75	.10 "	1.28
Borax Solution	25.2	3	.02 "	.06

\$112.94

Calculated Yield	1,649.7	104.58
Manufacturing Loss 4.4%		4.58
Actual Yield		100

COST ANALYSIS:
 (Per Gallon)

Material Cost.....	1.129
Direct Labor Cost.....	.063
Factory Overhead.....	.116
Bulk Cost.....	1.308
Complete Package Cost.....	.241

Factory Cost in Package.....	1.549
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PRICES:

(A) To a Company owned or controlled outlet.....	1.38
(B) To an independent wholesaler.....	1.457
(C) By Company owned or controlled outlet to retail customer...	2.75
(D) To an independent retailer (Dealer).....	1.714
(E) To other (specify).....	2.24 *

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