

TRADE NAME: FJO MASTER PAINTERS  
CATEGORY: PASTE EXTERIOR HOUSE PAINT  
COLOR: WHITE  
NUMBER: 154  
QUALITY: Second

|                       | LB.           | YIELD IN GALLONS | UNIT COST          | TOTAL COST |
|-----------------------|---------------|------------------|--------------------|------------|
| PICMENT: 83%          |               |                  |                    |            |
| 50% Leaded Zinc Oxide | 200           | 4.00             | .07                | 14.00      |
| Titanium Pigment      |               |                  |                    |            |
| Barium                | 225           | 6.27             | .06                | 13.50      |
| Lithophone            | 200           | 5.58             | .04 $\frac{1}{2}$  | 9.00       |
| Barytes               | 150           | 4.05             | .01- $\frac{3}{4}$ | 2.63       |
| Asbestine             | 100           | 4.21             | .01 $\frac{1}{4}$  | 1.25       |
| Ultramarine Blue      | $\frac{1}{8}$ |                  | .32                | .04        |
|                       | 875           |                  |                    |            |
| VEHICLE: 17%          |               |                  |                    |            |
| Linseed Oil           | 140           | 18.00            | .13                | 18.20      |
| Mineral Spirits       | 20            | 3.00             | .01 $\frac{1}{2}$  | .30        |
| Drier                 | 18            | 2.50             | .08                | 1.44       |
|                       | 178           |                  |                    |            |

|                                      |      |            |  |       |
|--------------------------------------|------|------------|--|-------|
| CALCULATED YIELD                     | 1053 | 47.61      |  | 60.36 |
| MANUFACTURING LOSS 2 $\frac{1}{2}$ % |      | 1.19       |  |       |
| ACTUAL YIELD                         |      | 46 gallons |  |       |

|                                                                             |      |
|-----------------------------------------------------------------------------|------|
| COST ANALYSIS:                                                              |      |
| MATERIAL COST PER GALLON OR POUND (TOTAL COST DIVIDED BY ACTUAL YIELD)      | 1.31 |
| DIRECT LABOR COST PER GALLON, OR POUND                                      | .04  |
| FACTORY OVERHEAD PER GALLON, OR POUND                                       | .08  |
| BULK COST PER GALLON, OR POUND                                              | 1.43 |
| COMPLETE PACKAGE COST PER GALLON, OR POUND (CONTAINER PLUS FILLING EXPENSE) | .13  |
| FACTORY COST IN PACKAGE PER GALLON, OR POUND                                | 1.56 |

# PRICES

Show the highest net unit price which was charged or which would have been charged in March 1942, to each of the following types of buyers or transferees:

|                                                              |      |
|--------------------------------------------------------------|------|
| (a) To a company owned or controlled outlet                  | 2.02 |
| (b) To an independent wholesaler                             |      |
| (c) By company owned or controlled outlet to retail customer | 2.95 |
| (d) To an independent retailer (dealer)                      | 2.19 |
| (e) To other (specify)                                       |      |