

Trade Name: Presto-Name! Four-Hour Enamel
 Category: Interior Trim Enamel
 Color: White
 Number: 310
 Quality: First

	lbs	yield in gallons	unit cost	total cost
Pigment:				
Titanium Dioxide	561	17.33	.158 per lb.	\$ 88.64
Lithopone	561	15.65	.045 " "	25.25
Aluminum Stearate	18	1.93	.26 " "	4.68
Vehicle:				
Mixing Varnish	1833	239.91	1.195 per gal.	286.69
Thinner	154.5	22.16	.298 " "	6.60
Drier	26.	3.16	.222 " lb.	5.77
Violet Toner Tint Color	.77	12 os.	2.413 " gal.	.22
Calculating yield	3,154.27	300.23		\$ 417.85
Manufacturing loss 3%		9.01		
Actual yield		291.22		

Cost Analysis:

Material cost per gallon (total cost divided by actual yield).....	\$ 1.435
Direct Labor cost per gallon.....	.052
Factory overhead per gallon.....	.113
Bulk cost per gallon.....	\$ 1.600
Complete package cost per gallon (container plus filling expense).....	.184
Factory cost in package per gallon.....	\$ 1.784

Prices

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

- | | |
|--|----------|
| (A) A company owned or controlled outlet | \$ 2.64* |
| (B) To an independent wholesaler | no sales |
| (C) By company owned or controlled outlet to retail customer | 4.75 |
| (D) To an independent retailer (dealer) | 2.85* |
| (E) To industrial customer for maintenance | 3.23 |

*This price is $7\frac{1}{2}\%$ below Regular Dealer list and is established to Company controlled outlets because they are not serviced by salesmen. Independent Retailers beyond Zone of Salesmen operations are granted same concession.

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