

NCR

S-W PRODUCT CLASSIFICATION
Effective September 1, 1959

<u>NCR Code</u>		<u>Product</u>
1	A2	SWP - Tribrite - Trimcolors
2	A4, A5 (SWP10 - Enamels) A7, A11	Exterior Finishes (R & B) A18, A48, A49, A70, A72, A73, A74
3	A 33	Porch & Floor Enamels (P & D)
4	A 46, A67, A80	Trade Varnishes
5	A 36	Semi Lustre
6	A 35, A37, A41	Enameloid & Kem Hamel Sno White
7	A 45, A46, A53	Flattons, Wall Primer & Sealer, Glazing Liquid
8	A17, A21, A24, A28, A44, A47	Other Trade Sales Products A48, A51, A55, A57, A60, A61, A82, A83, A84, A85, A87
9	K7, K25, L5400, L7600	Super Kem-Tone and SKT Applikay
10	K10	Kem Tinting Colors
11	K5, S1600	Kem Glo & Modifier
12		Roller Coaters & Design Rollers
13		Waxes Soaps & Polishes
14	A15	Quali-Kote B79
15		SWP B70 & 80 Painter Maint. Products
16 (P)		Primers
17 (C)		Liquid Oil Coatings
18 (E)		Primers
19 (F)		Enamels
20 (G)		Enamels-Prod. Finishes
21 (H)		Enamels-Specials
22 (I & M)		Lacquers
23 T		Clear Lacquers
24 V		Clear Varnishes
25		
26 D-W-S		Miscellaneous Industrial
27 (900's)		Memo's
101		All Non Creditable Sales
102	K20	Misc. Kem Products
103 (R)		Thinner & Reducers
104	A32	Pleasure Craft
105	A91, A17, A46	Decal
106		Ind. Maint. Products under D-90 A50 - B60
107		Agricultural Chemical
108	K12, K13, K14	Lexon Products - Interior
109	A48	Home Insecticides Line
110		Brushes
111**		Advertising - ** Show on ticket type of feature
112	K17	Line - I
113	A62	Turpentine
114	K15	Lexon Products - Exterior
115 (700's)		PC&C (All other)
116		Weatherolad
117	A5 (average class)	SWP Velvet Flat Paint
118	A1	SWP Velvet House Paint A100 - LATEX
119	A6	Shake Paints
120	A15, A16	Export - Coal Tar Products - N.C. Spec. Costs Needed
121		5% Quantity Discount - Trade Sales
122		5% Quantity Discount - Kem Products
123		Carton Discount - Trade Sales
124		Functional Allowance - Trade Sales
125		Functional Allowance - Kem Products
126		Carton Discount - Kem Products

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TOTAL TRADE FINANCE SALES					65,251,875.78	
LESS: TRIP	10.54%	6,844,444				
	17.12%	10,708,803	5,184,019.1			
POWER COUNCIL		44,237,721				
	17.12%	10,987,491	5,324,023.1			
DESKAL		2,465,732				
	17.12%	421,146.9	2,044,726.7	12,552,773.9	3,999,659.8	39
INDUSTRIAL					32,649,515.64	
					96,646,414.03	
SALES PROMOTED BY SALES MONTH					97,449,711.4	
TOTAL IN MONTHLY SALES						
AND TRIP						

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	28511	28512	
	121.760	108.518	
1A	1.1394	2.640	
OK	612.7	253.7	
DALLAS	553.8	25.3	
NEWARK	973.6	37.85	
PHI	216.74	18.201	
FLVG	990.9	52.78	
	5430.8	354.12	8919.0
LESS TRIMMINGS		407.2	
	5432.8	3134.0	8571.8
	65938.7	34009.5	96948.20
TEAM PROFIT BY LINES			
$65,251,875 \div 38,506,437 = 169.45\%$			
$32,699,815 \div 23,899,253 = 136.84\%$			
PROGRAMS USED FOR MC 285			
28511	139.74		
28512			
ELEMENTS TO BE USED TO ADJUST			
28511	121.76		
28512	108.518		

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