



## Oil Based Retail Pricing

<b>FREIGHT POLICY</b>	
Gallons & 5 Gallons	FOB Factory
>\$900	Free + Fuel Surcharge
\$600 to \$899	13%
>\$600	FOB Factory

<b>Discounts Based on Annual Volume</b>	
over \$3000	40%
over \$1000	20%

<b>Oil Stains</b>		
	<b>Retail</b>	<b>40%</b>
Half Pints	\$10.00	\$6.00
Pints	\$13.33	\$8.00
Quarts	\$20.00	\$12.00
Gallons	\$53.33	\$32.00

<b>Gel Stains &amp; Topcoat</b>		
	<b>Retail</b>	<b>40%</b>
Half Pints	\$11.67	\$7.00
Pints	\$16.67	\$10.00
Quarts	\$26.67	\$16.00
Gallons	\$70.00	\$42.00

<b>Arm-R-Seal, Salad Bowl, Seal-A-Cell</b>		
	<b>Retail</b>	<b>40%</b>
Pints	\$14.17	\$8.50
Quarts	\$20.83	\$12.50
Gallons	\$55.00	\$33.00

<b>Outdoor Oil</b>		
	<b>Retail</b>	<b>40%</b>
Quarts	\$23.33	\$14.00
Gallons	\$60.00	\$36.00
5-Gallons	\$275.00	\$165.00

<b>Java Gel Stain</b>		
	<b>Retail</b>	<b>40%</b>
Half Pints	\$12.77	\$7.66
Pints	\$18.61	\$11.17
Quarts	\$29.79	\$17.87
Gallons	\$76.00	\$45.60

<b>Polishes</b>		
	<b>Retail</b>	<b>40%</b>
Orange Oil	\$11.67	\$7.00
Butcher Block Oil	\$11.67	\$7.00
Satin Wax	\$11.67	\$7.00
Furniture Cleaner	\$11.67	\$7.00