

WHAT THE TRADE CURRENTLY PAYS (DEC 02)

	Per L	Price Matrix (Inc GST)	% of Sales
A	\$9.63	White /White Colours Decorator	73.5%
B	\$15.75	Pastel and Light Colours/Rimers etc	9.1%
C	\$20.01	Ultra Deep Hiopy etc Roof Paint etc	17.4%

a	707 81	
b	143 31	
c	<u>349 75</u>	
	<u>1197.93</u>	=12.00 per litre
	100	(GST inclusive)

Average all products

= 10.665 average nett of all discounts taxes etc.
Excludes GST

a=)

b=) average of trade accounts

c=)