



Estimated Unit Prices, Costs and Pretax Earnings

Handwritten musical notation on a five-line staff, featuring a treble clef and a key signature of one sharp (F#).

**CONFIDENTIAL-SUBJECT TO PROTECTIVE ORDER
KINZER V. REMINGTON**

R2511322

Bolt Action Carbine
Estimated Earnings and Net Return on Investment
 (Quantities and Dollars in Thousands)

TRG
12/7/91

FIRST YEAR OF OPERATION (1983)

	<u>PRESENT OPERATION</u>	<u>RESULTS FROM THIS PROJECT</u> <u>FULL ALLOCATION</u>	<u>INCREMENTAL BASIS</u>	<u>OPERATION AFTER THIS PROJECT</u>
<u>GENERAL DATA</u>				
<u>Sales</u>				
Shotguns	342	-	-	342
Rim Fire Rifles	137	-	-	137
Center Fire Rifles	292	28	28	320
Shotgun Barrels Total	771	28	28	799
<u>SALES</u>	\$ 168,440	\$ 6,730	\$ 6,730	\$ 175,170
Less: Mill Cost	\$ 123,020	\$ 5,270	\$ 3,880	\$ 128,290
Finished Product Distribution Expense	3,200	130	80	3,330
Selling & Administrative Expense	14,070	540	310	14,610
Total Cost	\$ 140,290	\$ 5,940	\$ 4,270	\$ 146,230
<u>PRETAX EARNINGS</u>	\$ 28,150	\$ 790	\$ 2,460	\$ 28,940
<u>NET EARNINGS</u>	\$ 14,500	\$ 410	\$ 1,270	\$ 14,910
<u>INVESTMENT</u>				
Project Expenditures	\$ -	\$ 570	\$ 570	\$ 570
Existing Facilities used directly in Operations	65,650	-	-	65,650
Allocated General Facilities	2,530	100	30	2,630
Working Capital	779,300	5,200	4,720	134,400
Total	\$ 197,380	\$ 5,870	\$ 5,320	\$ 203,250
<u>NET RETURN ON INVESTMENT</u>	7.3%	7.0%	23.9%	7.3%
<u>SUPPLEMENTAL CALCULATIONS</u>				
Net earnings after amortizing (over 14 years) operations charges		\$ 400	\$ 1,260	
Total capital required including operations charges - net		\$ 6,010	\$ 5,470	
Return on total capital required including operations charges		6.7%	23.1%	

BOLT ACTION CARBINE
Estimated Earnings and Net Return on Investment
(Quantities and Dollars in Thousands)

TRG
12/7/81

THIRD YEAR OF OPERATION (1985)

	PRESENT OPERATION	RESULTS FROM THIS PROJECT		OPERATION AFTER THIS PROJECT
		FULL ALLOCATION	INCREMENTAL BASIS	
<u>GENERAL DATA</u>				
<u>Sales</u>				
Shotguns	398	-	-	398
Rim Fire Rifles	143	-	-	143
Center Fire Rifles	367	35	35	402
Shotguns-Rifles Total	908	35	35	943
<u>SALES</u>				
	\$ 226,990	\$ 9,320	\$ 9,320	\$ 236,310
Less: Mill Cost	\$ 167,050	\$ 6,940	\$ 5,340	\$ 173,990
Finished Product Distribution Expense	4,310	180	110	4,490
Selling & Administrative Expense	18,910	770	440	19,680
Total Cost	\$ 190,270	\$ 7,890	\$ 5,890	\$ 198,160
<u>PRETAX EARNINGS</u>				
	\$ 36,720	\$ 1,430	\$ 3,430	\$ 38,150
<u>NET EARNINGS</u>				
	\$ 18,910	\$ 740	\$ 1,770	\$ 19,650
<u>INVESTMENT</u>				
Project Expenditures	\$ -	\$ 570	\$ 570	\$ 570
Existing Facilities used directly in Operations	67,720	-	-	67,720
Allocated General Facilities	3,470	140	50	3,550
Working Capital	154,230	6,370	5,930	160,600
Total	\$ 225,360	\$ 7,080	\$ 6,550	\$ 232,440
<u>NET RETURN ON INVESTMENT</u>				
	8.4%	10.5%	27.0%	8.5%

SUPPLEMENTAL CALCULATIONS

Net earnings after amortizing (over 10 years) operations charges	\$ 730	\$ 1,760
Total capital required including operations charges - net	\$ 7,220	\$ 6,700
Return on total capital required including operations charges	10.1%	26.3%