

Bridgeport, Connecticut
April 25, 1958

TO: P. H. BURDETT (30)
FROM: N. F. LARSEN
SUBJECT: SALES AND OPERATIVE EARNINGS
SPORTSMAN 58 TB AND TC

Following is a tabulation showing sales, costs and operative earnings for the Sportsman 58 TB and TC based on volume and selling prices furnished by the Sales Department:

	Sportsman 58 TB			Sportsman 58 TC			
	Each	Amount	% of Sales	Each	Amount	% of Sales	83
Quantity		500			250		
List price	\$189.95			\$246.40			
Net selling price	102.72	\$51,360	100.0%	133.25	\$33,313	100.0%	
Factory cost	63.31	31,655	61.6	121.30	30,325	91.0	
Research	2.57	1,284	2.5	3.33	833	2.5	
Total mill cost	65.88	32,939	64.1	124.63	31,158	93.5	
Factory profit	\$6.84	18,421	35.9	8.62	2,155	8.5	
Selling and administrative	10.27	5,136	10.0	13.33	3,331	10.0	
Operative earnings	\$ 26.57	\$13,285	25.9%	\$ (4.71)	\$(1,176)	(3.5)%	

For purposes of comparison, economics are shown below on the M/870 TB and TC:

	M/870 TB		M/870 TC	
	Each	%	Each	%
List price	\$144.30		\$200.75	
Net selling price	78.04	100.0%	108.55	100.0%
Factory cost	52.18	66.9	110.17	101.5
Research	1.95	2.5	2.71	2.5
Total mill cost	54.13	69.4	112.88	104.0
Factory profit	23.91	30.6	(4.33)	(4.0)
Selling and administrative	7.80	10.0	10.88	10.0
Operative earnings	\$ 16.11	20.6%	\$(15.19)	(14.0)%

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