

REMINGTON ARMS COMPANY, INC.

MODEL 878 AUTOLOADER EVALUATION

	<u>Retail Price</u>	<u>Net Selling Price</u>	<u>Present Shotgun Line</u>		<u>Proposed Shotgun Line</u>	
			<u>Quantity</u>	<u>Amount</u>	<u>Quantity</u>	<u>Amount</u>
<u>1959 - First Year</u>						
S-58ADL	\$136.45	\$ 73.94	35 000	\$2 587 900	20 000	\$1 478 800
M/878 autoloader	104.95	56.87	-	-	60 000	3 412 200
M/870 regular	85.95	46.58	43 000	2 002 940	40 000	1 863 200
M/11-48	122.95	66.63	14 000	932 820	10 000	666 300
			92 000	5 523 660	130 000	7 420 500
<u>1961 - Third Year</u>						
S-58ADL	136.45	73.94	50 000	3 697 000	30 000	2 218 200
M/878 autoloader	104.95	56.87	-	-	60 000	3 412 200
M/870 regular	85.95	46.58	50 000	2 329 000	47 000	2 189 260
M/11-48	122.95	66.63	10 000	866 300	8 000	533 040
			110 000	\$5 692 200	145 000	\$8 352 700

Unit Selling Prices and Operative Earnings - 3rd Year - 1961

	<u>Spts.</u>				<u>Combined</u>
	<u>58ADL</u>	<u>870</u>	<u>11-48</u>	<u>878</u>	
<u>Present</u>					
Sales quantity	50,000	50,000	10,000	-	110,000
Retail	\$136.45	\$ 85.95	\$122.95		\$112.27
Net	73.94	46.58	66.63		60.84
Operative earnings	28.67	13.40	20.89		21.02
% of net selling price	38.8	28.8	31.4		34.6
<u>Proposed</u>					
Sales quantity	30,000	47,000	8,000	60,000	145,000
Retail	\$136.45	\$ 85.95	\$122.95	\$104.95	\$106.30
Net	73.94	46.58	66.63	56.87	57.60
Operative earnings	29.64	14.14	21.84	17.93	19.34
% of net selling price	40.1	30.4	32.8	31.5	33.6