

Exhibit IV

COST AND ECONOMICS
FOR
PROPOSED MODEL 581 MAGAZINE BOX AND MODEL 788, 30-30 & 308 CAL.
LEFT HAND RIFLES FOR 1969
(BASED ON USING SYCAMORE FOR THE STOCK)

FACTORY COSTS

	<u>Model 581</u>		<u>Model 788, 30-30 Cal.</u>		<u>Model 788, 308 Cal.</u>	
	<u>Right Hand</u>	<u>Left Hand</u>	<u>Right Hand</u>	<u>Left Hand</u>	<u>Right Hand</u>	<u>Left Hand</u>
VOLUME		2000		500		2000
RETAIL SELLING PRICE	\$44.95	\$44.95	\$89.95	\$94.95	\$89.95	\$94.95
NET SELLING	\$25.10	\$25.10	\$48.50	\$51.19	\$48.50	\$51.19
FACTORY COST	\$20.48	\$21.36	\$35.95	\$37.34	\$36.11	\$37.49
SELLING & ADMIN.						
RESEARCH	\$ 2.76	\$ 2.76	\$ 5.33	\$ 5.63	\$ 5.33	\$ 5.63
TOTAL COST	\$23.24	\$24.12	\$41.28	\$42.97	\$41.44	\$43.12
OPER. EARNINGS	\$ 1.86	\$.98	\$ 7.22	\$ 8.22	\$ 7.06	\$ 8.07 83
% NET SELLING	7.4%	3.9%	14.9%	16.1%	14.6%	15.8%

CASH BASIS

	<u>CAPITAL</u>			<u>TOTAL EXPENDITURES</u>
	<u>Model 581</u>	<u>Model 788</u>		
	<u>Left Hand</u>	<u>30-30 & 308 Cal.</u>	<u>Total</u>	<u>Total</u>
VOLUME	2000	2500	4500	4500
NET SELLING	\$ 50,200	\$127,800	\$178,180	\$178,180
FACTORY COST	\$ 34,910	\$ 75,660	\$110,570	\$121,570
OPERATIVE EARNINGS	\$ 15,290	\$ 52,320	\$ 67,610	\$ 56,610
LESS 5.8% & 48%	\$ 7,800	\$ 26,690	\$ 34,490	\$ 28,880
NET EARNINGS	\$ 7,490	\$ 25,630	\$ 33,120	\$ 27,730
INVESTMENT				
CONSTRUCTION			\$ 31,900	\$ 31,900
WORKING CAPITAL			\$112,800	\$112,800
R & D AND OPERATION				
CHARGES (LESS				
FEDERAL TAX)			0	\$ 67,300
<u>RETURN ON INVESTMENT</u>			22.9%	13.1%
<u>PROJECT COSTS</u>				
DEVELOPMENT			\$ 20,020	
CAPITAL			\$ 31,900	
OPERATIONS			\$109,380	
TOTAL			\$161,300	

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