

EXHIBIT

ESTIMATED COSTS AND EARNINGS
MODEL 1100 - ADD JEWEL FINISH TO BREECH BOLT
MODEL 870 - ADD JEWEL FINISH TO BREECH BOLT AND SPACER TO BUTT AND GRIP

	<u>MODEL 870</u>			<u>MODEL 1100</u>	
	<u>PRESENT 12 GA.</u>	<u>TOTAL 12 GA.</u>		<u>PRESENT 12 GA.</u>	<u>TOTAL 12 GA.</u>
	<u>PLAIN BARREL</u>	<u>WITH SPACERS</u>		<u>PLAIN BARREL</u>	<u>WITH JEWEL</u>
		<u>& JEWEL FINISH</u>		<u>FINISH</u>	
RETAIL PRICE	\$109.95	\$109.95	"	\$164.95	\$164.95
NET SELLING	\$ 58.88	\$ 58.88	"	\$ 88.31	\$ 88.31
FACTORY COST	\$ 37.25	\$ 37.55	"	\$ 50.70	\$ 50.78
FACTORY PROFIT	\$ 21.63	\$ 21.33	"	\$ 37.61	\$ 37.53
% of NET SELLING	36.7%	36.2%	"	42.6%	42.5%
SELLING, ADMIN. & RESEARCH	\$ 6.42	\$ 6.42	"	\$ 9.62	\$ 9.62
OPERATIVE EARNINGS	\$ 15.21	\$ 14.91	"	\$ 27.99	\$ 27.91
% OF NET SELLING	25.8%	25.3%	"	31.7%	31.6%
PROJECT ESTIMATE					
CONSTRUCTION	\$54,400				
OPERATIONS	\$29,600				
TOTAL	\$84,000				

EXHIBIT 1

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