

3200 OVER AND UNDER 12 GAUGE SHOTGUNPRELIMINARY FULL FACTORY COSTS

BASIS - REVISED PROCESS TO REDUCE N/C OPERATIONS
AND NO ALLOCATION FOR SPACE OR NEW BUILDING

RETAIL PRICE	\$ 425.00	\$ 475.00
NET SELLING	\$ 227.27	\$ 254.00
FACTORY COST	\$ 129.78	\$ 129.78
SELLING AND ADMIN.	\$ 23.18	\$ 25.91
RESEARCH	\$ 6.82	\$ 7.62
TOTAL COST	\$ 159.78	\$ 163.31
OPERATIVE EARNINGS	\$ 67.49	\$ 90.69
% OF NET SALES	29.7%	35.7%

VGD:I